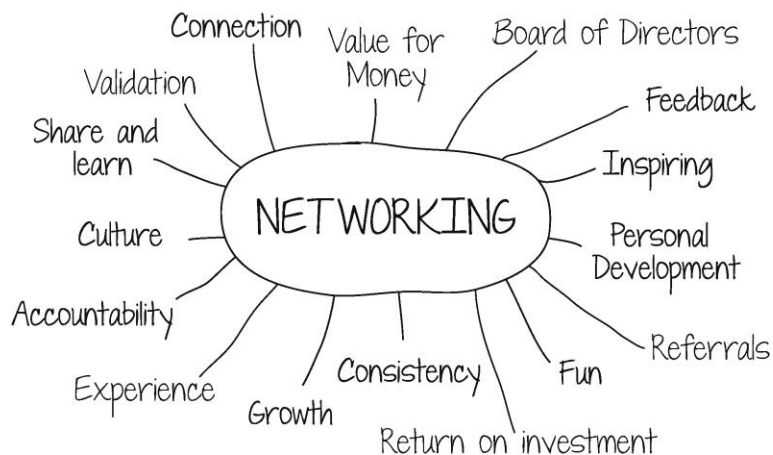


The Networking Group



“Committed to connecting, improving and growing New Zealand businesses in a structured networking environment”



Frequently Asked Questions about becoming a Member of The Networking Group (TNG)

1. What is The Networking Group?

The Networking Group (TNG) is a business and professional networking organisation across Auckland for Trades, Services and Professional Business Owners. It is your opportunity to grow strong business relationships with your fellow Members and thus receive and give referrals. TNG promotes the power of word of mouth marketing, which is a very effective way of growing your business.

2. Why should I join TNG?

TNG are the only Networking Group in New Zealand that are specifically for Trades, Services and Professional Business Owners. By becoming a Member you will be exposed to a wide range of businesses.

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As a Member of TNG you will:

- Grow your business
- Connect with like-minded business owners
- Create “sales people” out of your fellow Members
- Allow the power of word of mouth marketing to work for your business
- Increase your exposure through leveraging off TNG and our Members
- Benefit from advice and help from other Members, often at no cost
- Feel a sense of belonging
- Share your concerns, ideas and challenges with other business owners

3. How much do I need to invest?

We have made the TNG Membership investment really affordable. You pay a “one off” joining fee of \$99 plus GST. We then charge \$475 plus GST for annual Membership, or \$299 plus GST for 6-monthly Membership, or monthly Membership at \$50 plus GST. You are not required to buy breakfast at our venues unless you wish to.

4. What makes TNG different to other networking groups?

TNG is different to other Networking Groups as we create a relaxed atmosphere for you to network and grow your businesses through word of mouth marketing. Our meetings allow you to feel comfortable and enjoy yourself whilst investing time to work on your business. The meetings are held fortnightly and there is no commitment to buy breakfast or coffee. We also only allow one person from each trade, service or profession to become a Member of the Group, so you are guaranteed to have no competition at the meetings.

5. What will I get from my Membership?

By becoming a Member of TNG you will receive:

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- Fortnightly TNG networking meetings
- One on one meet-ups with fellow Members
- Free networking and referral training
- The benefits of new guests and Members always attending the meetings
- A free reminder text before each meeting
- TNG's blog posts and newsletter
- The ultimate platform to help build your business

6. What is expected of me?

TNG expects all its Members to attend each meeting with a positive attitude and to represent themselves and their businesses honestly.

We expect our Members to attend each meeting and in the instance where they cannot, a representative should be sent. We understand that this may not always be possible, so in that case we expect an apology. Your apology will be announced at the TNG meeting.

TNG have an absentee policy in place whereby if you do not attend five meetings in the year your Membership will be reviewed by the TNG Management Team. This is to encourage Members to attend the meetings on a regular basis for the benefit of their own business, fellow Members, 10-minute speakers plus guests who visit the Groups.

As a Member of TNG, your commitment is required to not only grow the Group that you belong to, but for you and your business to receive the full benefit that the Membership offers. **Always remember you will get out of TNG what you put in.**

7. What further opportunities do I have as a Member of TNG?

TNG allows its existing Members to attend other Groups as long as your trade, service or profession isn't represented in that Group. (Two visits are permitted to each Group per calendar year). You may also be able to attend as a guest speaker to promote your

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business to the Members of other Groups subject to discussion with the relevant Group Manager.

8. How do I become a Member of TNG?

You are welcome to attend a Group meeting as a guest to find out if TNG will be of value to you and your business. Fill out a Visitor Form and after the meeting the Group Manager or Area Group Manager will meet with you and discuss TNG in further detail. You are welcome to two free visits before being asked to make a commitment to join. If you have any questions about TNG or would like to set up a meeting to discuss TNG further, please email sales@tng.org.nz.

Once you confirm that you would like to join TNG your Membership will be processed and when your invoice has been paid your Membership to your Group will be confirmed. We look forward to welcoming you as a new Member.

What our Members have to say about The Networking Group

"I have been a TNG member for a year and have already secured new business that is worth over 20 times the cost of an annual membership fee. I enjoy the relaxed, yet structured, nature of the meetings. Plus I've made some wonderful friends." **Howie Clare, Hey Presto Publishing**

"Networking is about building enduring relationships, based on professional respect and trust - referral of business leads flows on from that. In three years that I've been associated with TNG I conservatively estimate that I have achieved a return of at least 30 times the investment cost of membership. But that's only part of the story. Of more significance is the prospective ongoing, life-time value of the relationships that have developed with colleagues in the TNG membership and the referrals that will continue to flow from these. Lastly, TNG forums are an amazing source of knowledge, experience and wisdom gained by others, and from which we can learn and can help us immensely in both our business and personal lives. I'm a passionate supporter of The Networking Group!" **Theo Simeonidis, UProtectNZ**

"Zarex found TNG to be more rewarding than the traditional network groups, the meeting agendas and formats are always evolving based on feedback from members - and the team is not afraid to try new ideas if they meet the needs of today's small businesses. Our membership is already opening some fantastic doors for us. Thanks guys!" **Simon Fortescue, Zarex**

Use 'word of mouth' marketing to grow your business

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