



## SALES LEAD ROUNDTABLE APPLICATION

New Member  Reassigned Member

Name: \_\_\_\_\_ Organization name: \_\_\_\_\_

Org. address: \_\_\_\_\_

Org. phone: \_\_\_\_\_ Cell phone: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

What **one** category from the Sales Lead Category List would you like to represent? Rank in priority:

- 1)
- 2)
- 3)

Note: Only one person per specific profession or category may be represented at each roundtable. The MBA has final decision regarding category assignments. If you do not feel your category is represented on the Sales Lead Category List, please contact the front desk at (989) 839-9901 or mba@MBAmi.org.

What products or services do you plan representing within your **one** category? (Keywords)

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Note: Listing products or services does not guarantee you will be able to represent each. This is intended to clarify specific areas you believe should be included in your category and informs the selection committee.

How long have you been active at this job?

Are you a member of any type of lead organization?

If you answered yes to the last questions, how are you going to determine who you give leads to when the same business category is represented in multiple groups you belong to?

Can you make the commitment to attend on the 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> weeks of each month, except June, July and August, for approximately 1 ½ hours each week?

Do you have anyone you can send to the meetings if you are unable to attend? What is their name, phone and email address? Note: Four absences (excused or unexcused) within a six-month period are allowed.

Do you feel you can follow-up on the leads given to you?

Describe any other business or community programs you are currently involved in:

# COMPLETE AND SIGN BACK OF FORM

## Midland Business Alliance

The Midland Business Alliance (MBA) Sales Lead Program exists to help sales lead members increase their business through a structured word-of-mouth referral program, share qualified business leads, motivate professional growth and provide information regarding the business community. To achieve this, attendance and active participation is required from each member for the success of the sales lead program.

The best candidates for a sales lead roundtable: hold a sales/marketing/business development position, have one other employee who can attend meetings in their absence, are a team player, actively promote other members and find ways to grow the group.

I am applying for membership in the following roundtable:

- Wednesday (11:30 a.m. – 12:30 p.m.)
- Thursday (7:30 a.m. – 8:30 a.m.)

I have received and read the General Policies for the Sales Lead Roundtable and agree to abide by those policies. If my status should change, I will notify Roundtable leadership immediately. I understand that if I do not meet the attendance guidelines listed in the Sales Lead Roundtable General Policies, I forfeit my Sales Lead membership within my assigned group.

I understand that there is an annual membership fee of \$25 to participate in a Sales Lead Roundtable. I will be invoiced immediately and on an annual basis thereafter.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

MBA Staff Approval: \_\_\_\_\_ Date: \_\_\_\_\_

SLRT Chair Approval: \_\_\_\_\_ Date: \_\_\_\_\_

MBA Staff Complete:

- Data Input
- Name Tent
- Invoice Sent
- Billing Added
- Welcome Email & CC Chair