



neXco National is a networking community created with the sole purpose of helping you grow, both personally and professionally. Our community is built on a foundation of collaborative referral sharing chapters that meet twice a month. Each chapter is designed to provide members a structured setting that cultivates the development of *authentic* relationships which lead to the sharing and receiving of *quality* client introductions.

**Vision:** Our vision is to offer a premier networking experience and create a business opportunity for our members that serves as a catalyst for growth.

**Mission:** Our mission is to serve our members through an ideal networking experience that cultivates an environment of personal and professional growth.

**Values:** We value Community, Collaboration, Leadership and Growth. We demonstrate these by following our Fundamental Behaviors.

neXco National was established by individuals who built their businesses through networking. The founders have first-hand experience in growing and cultivating lasting professional relationships that have played an integral part in building their businesses.

## Benefits of Membership

Our members enjoy a multitude of benefits, including:

- ▶ Exclusive chapter seat (1 seat per profession)
- ▶ Referral opportunities
- ▶ Expanded centers of influences
- ▶ Professional development programs (Lunch & Learns)
- ▶ Networking events (B2B Speed networking, co-hosted with Chambers and other networking organizations)
- ▶ Access to top industry professionals
- ▶ Ability to visit other chapters and collaborate with members in other neXco chapters. There are also no restrictions on members joining other networking organizations.
- ▶ Access to ChamberForge for activity tracking and accountability
- ▶ Member Spotlight articles published to neXco National's network highlighting individual member business and expertise.
- ▶ Member profiles on neXco National's website including bios, company information, headshot and video



### LEADERSHIP TEAM

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**Membership** neXco National B2B is an exclusive business-to-business community whose sole purpose is to serve as a catalyst for members to achieve exponential growth. Your time is your most precious resource. You must invest it with an organization that will maximize your “Return on Energy”. Members will create this return by developing long term mutually rewarding relationships. Further, you will gain additional knowledge through member-led educational programming.

Each thoroughly vetted member represents a unique vertical within each chapter that will not compete with any other chapter member. We recommend our members have at least two years of networking experience prior to applying for membership. Each individual member understands his/her success is tied directly in each other’s success.

**BE AN AMBASSADOR FOR YOUR TEAM**  
Be committed to supporting your team’s goal and values.

Each member will attend meetings twice a month. If you are unable to make a meeting, you can send a delegate to represent your organization. All activity (1-to-1’s, referrals, guests invited and business closed) should be reported and kept current via our app. All members are committed to being responsive and to ensuring all

**BE ON TIME AND RESPECT EVERYONE’S TIME**  
If you’re early, you’re on time.  
If you’re on time, you’re late

communications are returned within 24 hours. Any referred business will be delivered with the highest quality

ensuring the client is 100% satisfied with the deliverable.

If you don’t market 100% exclusively to businesses, we recommend you check out one of our Core

Chapters. Our Core chapters are comprised of both Business to Business (“B2B”) and Business to Consumer (“B2C”) professionals. Segmenting out our networkers who are not exclusively B2B benefits everyone. We have found this makes networking more efficient and higher quality.



**How to Apply** We highly encourage you to visit multiple chapters before applying for membership.

Each chapter has its own unique vibe and business professionals. It’s important you find the chapter that suits you and your business. Our website

-  1. Express Interest in visiting a chapter meeting as a guest.
-  2. Attend a chapter meeting as a guest two times but no more than three!
-  3. Interested? Schedule 3 1-2-1’s with current members and leadership
-  4. Applicant submits application [nexconational.com/membership-application](http://nexconational.com/membership-application)
-  5. Leadership and members vote on applicant (80% Yes vote required for approval)
-  6. Pay annual dues
-  7. Welcome to the group!

has a chart of open seats in each chapter. Although, you are more than welcome to attend chapters where your seat is filled, you can not apply for membership at those chapters. When you are ready to apply you can submit an application on our website and schedule (at least 3) 1-2-1’s with current chapter members. Each applicant is voted on by the entire Chapter and the applicant must receive at least 80% be welcomed as a new member. This helps ensure our members are vetted and are highly qualified professionals.

**GO THE EXTRA MILE**  
Be willing to do whatever it takes, and more, to accomplish your goals.

## Growth Opportunities

In addition to your membership, we offer multiple avenues for our members to be involved in something larger than the member level experience. Members are part of one chapter but, are also part of a larger community of like-minded individuals where cross chapter visits and collaboration are encouraged.

- ▶ Visit other chapters – we encourage neXco National members to visit our other chapters. We believe cross-chapter collaboration is essential in our members business growth.
- ▶ Attend one of our monthly Information Sessions to learn more about neXco National.
- ▶ At the chapter level we have 5 key **leadership roles** that must be filled by chapter members. However, we expect everyone to act as a leader.
- ▶ We have two committees our members can serve on – **Accelerate Excellence Committee** and **Growth Committee**.
- ▶ **Mentorship program** where senior level members mentor our new members to further their networking skills, professional development and help them get the most out of their membership.
- ▶ Our members are invited to apply to be a presenter at one of our monthly Lunch & Learn masterclasses where we focus on topics relative to our members and combine that with an opportunity to further discuss the subject in smaller breakout groups

### **EXPECT EVERYONE TO ACT AS A LEADER**

Coach and empower others to step up as leaders. *Set the expectation* that everyone is a leader. Even if an individual does not have an official leadership title, they should act as a leader and find a way to contribute to the team's goals.

**"I was skeptical about neXco National when I was first invited, but I was totally wrong. neXco National members are the top notch, high-quality, sincere professionals who work together to help each other grow their respective businesses. neXco National incorporates best practices sharing into every meeting. When I walked out of my first meeting as a guest, I had actionable items for my company".**

*Dan Nathan  
Sr. Vice President of Business Development  
Key Solutions, Inc.*

**"The quality of the neXco members dwarfs other networking groups that I have belonged to in the past. The meetings add value with the Mastermind series".**

*Rich Blessing  
Executive Director  
Weichert Commercial Advisors – Weichert Realtors*

**"I'm quickly learning the membership has a lot more value than any group I have participated within the past"**

*Luanne Lee  
College Planning Specialist  
Your College Planning Coach*

## What Chapter Should I join?

If you are an exclusive B2B networker, you may want to start by visiting the B2B website and visiting a B2B chapter. For Core chapters, please check our “chapter openings” under the visit a chapter tab and see what chapter(s) your seat is open. If there are no openings or locations convenient for you, you can consider opening your own chapter!

## Can I join more than one chapter?

At neXco National we foster a culture of collaboration by encouraging our members to work collaboratively across chapters as well as with members of other organizations. With our culture and our encouragement of cross-chapter visits there is no need to join more than one chapter!

## What is the difference between a B2B and Core Chapter?

Core chapters are made up of both B2C and B2B individuals and organizations. Our B2B chapters require their members to market exclusively to businesses. For example, a commercial real estate agent that focuses exclusively on the commercial market can join a Core or B2B chapter, or both. The residential real estate agent is limited to joining a core chapter.

## How much does membership cost?

Membership costs \$850 annually. There is no application fee. neXco National offers a complimentary seat in every chapter to a non-profit organization and a Chamber of Commerce.

## How do I maintain good standing as a member?

At neXco National, we have a 10-point requirement per quarter, you receive a point for every guest you bring to a meeting, every referral you pass and every 1 to 1 you have with a member or guest. Every 1 to 1 will count as 1 point, up to a **maximum of 5** per quarter. The remainder of the 10 points will come from **referrals and guests**.

## Are you still meeting virtually?

Yes, currently all of our Chapters are meeting virtually and with great energy and participation. We don't anticipate a return to in person meetings until it is safe to do so. When that time comes, we will still offer our Virtual B2B Chapter which will remain virtual indefinitely.

## Do you have a referral requirement that will force me to violate my code of ethics?

We are aware of the fiduciary standards some professions must abide by. There is nothing in our membership language that requires exclusive referrals to your chapter or a neXco member. And our point system to maintain good standing can be satisfied through guests you bring to chapter meetings and 1 to 1s you have with other members and guests.