



NEON Networking Mission Statement

Northeast Ohio Networking (NEON) Medina Chapter is an independent business referral organization comprised of business people that represent specific products and services in protected categories. Each member that participates in the group fully comprehends and executes the following objectives:

- Act as trusted “virtual” sales resource through accurate representation of each individual’s business competencies with the main purpose of generating a qualified referral.
- Provides 2 qualified referrals each month and follow up on received leads no later than the next meeting.
- Arrives on time and prepared for the open networking part of the meeting.
- Honors regular attendance every Wednesday from 7:45 to 9:00 AM at River Styx Buehler’s community room, or designated meeting location.

Sample Meeting Agenda

- 7:45 Open networking
- 7:55 Take Seats and prep for meeting Start
- 8:00 Meeting starts
 - 8:00-8:05 - Welcome and opening statement
 - 8:05-8:15 - 30 second commercials
 - Past Presidents Notes
 - 8:15-8:20 - Speaker BIO
 - 8:20-8:35 - Member presentation
 - 8:35-8:45 - Announcements
 - 8:45-9:00 - Passing of referrals and testimonials
- 9:00 Dismissed

Board Meetings – Every 1st meeting of the month

- 9:00 Board Meeting Begins
- 9:30 Board Meeting Ends

