



Serious Contacts Leads Groups

Meeting Agenda

Welcome & Introduction

5 minutes

Greet new guests
Discuss purpose of leads group
Introduce guests
Announce new members
Pass the card book to restock card supply and update marketing materials
Pass the tracking sheet of business resulting from leads

30-second commercials/ Leads Sharing

20 minutes

Share number of leads brought to group
Speak for 30 seconds describing business and perfect lead

Announcements

5 minutes

Provide updates on CWCC events and programs
Announce speakers for the next meeting

7-minute Presentations

21 minutes

3 speakers: 5 minute presentation and 2 minutes to wrap up or Q&A

Leads Total/ Success Stories

Time remaining

Leads-tracker announces total leads shared during meeting
Individuals share success stories as a result of a lead