

A code of conduct is a set of procedures that outlines anticipated “proper practices.” This collection of principles, values, standards, and rules of behavior is used to guide our group’s decisions, processes, and systems in ways that contribute to mutual respect and wellbeing for our members and our clients.

This Strategic Business Circle is designed to facilitate mutually beneficial relationships between our members, clients, colleagues, families, friends and others. Our group meets monthly to support each member’s business development by creating a safe forum where we can discuss our individual questions, issues, concerns and challenges. What follows are guidelines for creating a relational networking group that are supportive of all members.

Individual Expectations

1. Building trust and respect will build relationships
2. Confidentiality—what is discussed stays in the room
3. Maintain a high level of integrity and always be ethical in business dealings
4. Attend each monthly meeting; be on time and ready to go at every meeting
5. No judging another’s ideas, goals and/or needs
6. Be open to constructive feedback and offer it to others
7. No cell phones or doing other work during meetings
8. Everyone will participate, including but not limited to; facilitation, note taking, timekeeping, providing snacks, coaching and giving and receiving feedback, and referring qualified leads
9. Have a sense of humor
10. Expect a positive outcome
11. Commit to asking questions and being open to inquiry -- there are NO stupid questions
12. Referrals will be honest and qualified
13. Provide excellent customer service and professionalism to SBC members and their referrals
14. Expect to build your business

Group Expectations

1. Be an active listener and focus attention on the speaker
2. Be authentic
3. Acknowledge and validate one another
4. Everyone will participate, not just the natural and trained leaders; stretch as needed
5. Learn from one other; we are all students and teachers
6. A 10% referral fee (10% of the total initial engagement) will be happily given to the SBC member who connected you to your new client
7. If you decided you want to leave the group, we ask that you do so in person. If you are new to the group and attend only one meeting and decide the group is not for you, an email to let us know your intention not to return is fine. For those who invest in the group overtime, an in person departure is appreciated.

I accept these expectations and agree to adhere to the standards set forth above.

Print Name _____

Signature _____ date ___/___/___