



Member:
Chapter:
Term: 1 year, 12 meetings, 1 st mtg _____ last mtg _____
Dues: \$825.00 (checks payable to SG Consults, LLC)

Invoice and Membership Agreement (5.1.2010)

PURPOSE: We are a forum of sales managers who share and leverage their knowledge and experience to improve the practice of managing and leading sales reps.

- a safe harbor and mastermind group for sales managers.
- The ideas and information shared during the course of a meeting and membership, are given freely to the group and become the property of the SMF for the benefit of its membership. Information is shared with the group and other SMF chapters and posted on a members only website.
- We respect each other and share our knowledge to the topic at hand.
- We do not give specific and direct advice.
- We collaborate to be better competitors.

MEMBERSHIP IS FOR A TERM OF ONE YEAR.

- members belong to a chapter and the chapter is a closed group for the one year term.

MEMBERSHIP BENEFITS:

- monthly collaborative meetings with sales managers and subject matter specialists to share experience and knowledge.
- meeting recaps
- bi-monthly newsletter
- access to the SMF website, which contains the archives, member profiles, subject matter specialist profiles, and links to sales manager support sites.
- 1 Behavioral profile analysis provided by Global Behavior

MEETINGS ARE HELD once per month, on a set day, from 7:30 to 9:30am,

NEW MEMBERS: Are welcome, and will become eligible to join the next chapter

- a group must have a minimum of 10 members to begin, and a max of 14. 12 is the preferred size.
- once a chapter begins it is closed to membership.
- members may bring guests to meetings. Any one guest may visit 3 times.

LONG TERM VISION:

- To improve the real and perceived image of sales managers,
- To add value to our members
- To provide a safe harbor for SM's to collaborate
- To provide mentoring within our group
- To improve the effectiveness and efficiency of sales managers
- To connect all the sales managers in Charlotte

MEETING FORMAT:

- [1] call to order
- [2] fire drill issues --- individual member issues, for which time will be reserved before adjournment.
- [3] old business [30 minutes] --- follow-up on last meeting's topic and business
- [4] today's topic – new topic and roundtable [at least 60 minutes]
 - One topic selected for each meeting
 - Either a Subject Matter Specialist, or our own members, or member's guests, will prepare and make presentations to lead into a roundtable discussion will follow
 - Designated "scribe" is to keep notes and prepare a review and summary for all members
- [5] fire drill issues --- discussion
- [6] new business [30 minutes]
 - presenters and topics selected for next time
 - New business / For the good of the group
- [7] adjourn

SUBJECT MATTER SPECIALISTS and their specialties:

Geoff Ables - customer relationship management (CRM), database marketing, business intelligence and collaboration. Salesforce.com

Ira Bass – Your Virtual Media Director, to develop and implement a strategy to use all media to reach a target audience.

Jayson Bellamy – LinkedIn enthusiast and how it applies to business.

Don Crosby - behavioral assessment via the Professional DynaMetric Programs (PDPWorks)

Ralph Henderson - sales trainer and sales coach, developing sales skills using the world renowned Sandler Training System.

Philippe LeBaron – Sales Productivity Manager, the formula for sales managers that will have all reps achieving quota. Do the right thing, so your reps do the thing right.

Sal Marafioti – Teacher, trainer and mentor, helping people to determine their true callings and how to achieve them in a simple step-by-step fashion.

Peter Popovich – Coach, executive, business and life coach, Keller Williams Realty franchise owner, Interact faculty member, motivational speaker, change grid and accountability counselor.

Pierre Rattini – Facebook and Twitter enthusiast, and how these new media tools apply to business.

Paul Scafidi – Sales and organizational consulting, building high performance teams and organizations.

Keith Schilling – web presence: successful online marketing campaign from search engine optimization to paid advertisements.

AGENDA:

- Meetings 1 and 2 – introductions, format and opportunity
- Meeting 3 – Global Behavior & behavioral profile analysis
- Meetings 4 through 6 – members select
- Meeting 7 – Sales Manager best practices
- Meetings 8 through 11 – members select
- Meeting 12 – Sales Manager best practices & graduation

Sales Manager Forum is owned and operated by SG Consults, LLC.
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