**Next Generation Networking Roster Template**

President: David Smith, davidsmith@networklasvegas.com (503) 816-9665

**Team:**

**Team Leadership:**

|  |  |  |  |
| --- | --- | --- | --- |
| Team Co-Leader |  | Communication |  |
| Team Co-Leader |  | Education |  |
| Team Co-Leader |  | Team Growth |  |
|  |  | Member Care, Business Growth |  |

**Team Members:**

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| --- | --- | --- | --- | --- |
| **Name** | **Business** | **Phone** | **Email** | **Notes** |
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**Joint Venture Team Leaders** (Invite to your JV team dinners):

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| --- | --- | --- | --- | --- | --- |
| **Name** | **Business** | **Phone** | **Email** | **Team** | **Notes** |
| David Smith | MarketingDeptLV | 503-816-9665 | davidsmith@marketingdepartmentlv.com | NextGen |  |
| Jace Santana | Fiesta Mexicana | 909-682-3345 | Fiestavegas05@hotmail.com | Fiesta |  |
| Shawnie Hansen | Profile Sanford | 815-262-9291 | shawnie.hansen@profileplan.com | H&W |  |
| Denise Tropea | Podiatrist | 702-339-1622 | beehealthy2016@gmail.com | H&W |  |
| Stan Shields | Pres LV H&F Chamber | 720-333-9383 | stan@stannshields.com | H&W |  |
| Doug Adsit | BG Capital Funding | 844-556-6333 | doug@bgcapitalfundinggroup.com | Finance |  |
| Cameron | Gayed | 661-400-3252 | camerong.wfg@gmail.com | Finance |  |
| Zach | Lust | 435-359-2546 | zach@tenthmusedesign.com | B-2-B |  |

**Agenda:**

6:00 Open Networking

6:15 Welcome, main monthly event (April 9th) feedback

6:18: Sharing 120 sec each: One Goal…One Achievement…One Ideal Client… (Take notes on the roster we will provide you!)

6:45: Memory Deepening: Group invited to recall one item each person just shared.

6:50: Sharing 60 sec each: One Ideal Referral Source/Joint Venture (Take notes!)

7:05: Connections (following up on what was just shared)

7:15: Team Joint Venture Project Roll-Out

7:20: Who’s not in the room? (What businesses would add to the strength of our Business Services contact sphere.)

7:25: Organizational Business (Structure and operation of Business Services team.)

7:30: Open Networking

**4-P Joint Venture Formula**

Here is the “4-P Formula” for determining who might be a great potential joint venture partner:

1. **Person:** Identify an ideal client.
2. **Problem:** Name the problem you solve for your ideal client.
3. **Partner:** Identify a business that also serves that ideal client around the same problem.
4. **Process:** Determine how you might do one of the following with that business:
   * Bundle products and/or services.
   * Engage in a joint marketing campaign.
   * Create an information presentation: Seminar, book, online information series, etc…

Example: You’re a chiropractor who specializes in sports injury recovery.

1. Person: Your ideal client is an injured athlete.
2. Problem: You help the athlete get back to performing their sport as soon as possible.
3. Partner: Sports doctors, physical therapists, athletic specialty gear shops, sports coaches, sports psychologists…etc are potential joint venture partners.
4. Process: Chiropractor joint ventures with a sports coach to offer injury prevention and recovery training to the team of athletes.

Put the “4-P Joint Venture Formula” into practice in Next Generation Networking.