

Membership Benefits

Business Development

The VBN group provides a sounding board for business ideas and strategies as you develop your business.

Member Promotion

A "Success Story" column in each month's Chamber Newsletter highlights and promotes a member business.

Business Leads

Each member is expected to provide at least one lead per week. Leads can include general leads such as a new business opening or a specific lead for a member.



Information is key to business success

Join VBN Networking!

Name: _____

Business Name: _____

Address: _____

City: _____

State: _____ Zip: _____

Phone: _____

Fax: _____

E-Mail: _____

Website: _____

Type of business/services you want to represent to the group (be specific):

Please indicate if you wish to be included in the following:

Email newsletter/information from VBN group

Business information on VBN website

Link from VBN website to your business website

Thank you for your interest in VBN. We look forward to expanding our network to include your business!



Vallejo Business Networking

A Committee of the
Vallejo Chamber of Commerce



Vallejo Business Networking
Vallejo Chamber of Commerce
2 Florida St.
Vallejo, CA 94590

Tel: 707-644-5551
Fax: 707-644-5590
www.vallejobusinessnetworking.org

Why Networking?



Word of mouth referrals account for more business than almost any other form of advertising. Networking provides the core group of professionals you can count on to expand your referral list and potentially bring more business back to you.

Networking makes business sense

The Vallejo Business Networking group meets the challenge of not only providing weekly one-hour networking meetings, but also involvement in the business community through the sponsorship of business-related seminars. Recent seminars have included topics such as “Strategic Business Planning” and “How to Do Business With the State of California.”

Take the opportunity to join us on Friday morning at 7:30 at the Chamber of Commerce conference room to see what business networking is all about. You are welcome to attend a few meetings to “test the waters.” For more information, contact the Vallejo Chamber at 707-644-5551.

*Brochure designed by
Dragonfly Solutions, VBN Member*

Mission Statement

VBN is a committee of the Vallejo Chamber of Commerce. We exist as a forum for business and professional people to develop relationships, expand business networks, and promote growth within the Vallejo business community.

Leads

Members provide business leads to other members or the group at large. There are three type of leads:

- General—Businesses opening or closing, events
- Direct—Contact person is expecting to be contacted by the specific member of VBN
- Inside—A VBN member buys a service or product from another member

Membership Qualifications

- Non-competing business area
- Member in good standing of the Vallejo Chamber of Commerce
- Attend at least four meetings per quarter
- Pay quarterly dues



Meeting Guidelines

A meeting agenda is distributed at the beginning of each meeting and minutes are distributed after each meeting. Members and guests have the opportunity to introduce themselves and talk about their business or specialty area and provide any leads for the group. Members not having a lead contribute \$ 1.00 to a fund which is distributed to a worthy organization at the end of the year.

Once a month one of the members provides a more in-depth presentation about their business or services. We also invite an outside speaker once a month to discuss topics of interest to the group.

Be sure to bring plenty of business cards with you to the networking meetings. Here is your opportunity to expand your sales force exponentially at a very minimal cost!

A representative from the Vallejo Chamber administration is available at the meeting to discuss any items that require coordination with the Chamber.

Meeting Details

- When:** Friday mornings at 7:30—8:30
- Where:** Vallejo Chamber of Commerce
2 Florida St., Vallejo
- Why:** Networking, collaboration, information