

# Visitation Chair Duties

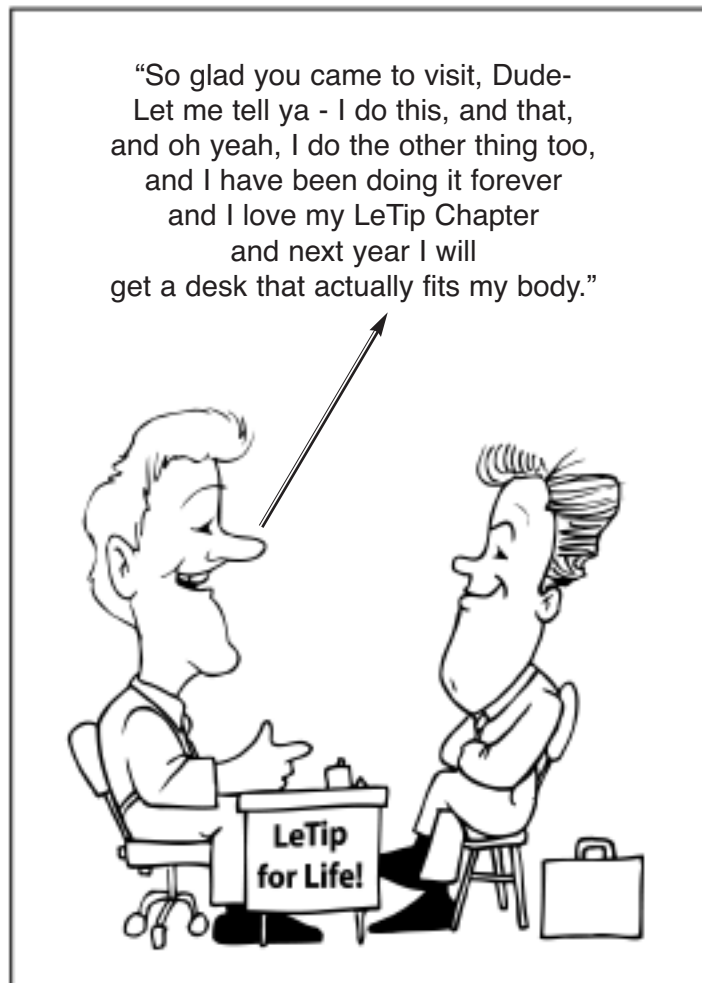
## Visitation Chair

Visitations allow members to learn more about their co-member's businesses and the best way to give them referrals. It's a fact... visitation increases Tips 20% and is designed to strengthen business relationships between members, enabling them to Tip each other easily. You can't refer someone to a chapter member if you don't understand what they do!

### 1. Schedule member visitations

During the first meeting of every month, after the Pledge of Allegiance, the Tip Bucket is passed twice. The first pass, each member **drops** a business card into the bucket. When the Tip Bucket is passed a second time, each member **draws** a business card. The card they pick determines who they will visit that month.

Members schedule their appointments immediately following the first meeting of the month and the Visitation Chair records these appointments.



- Each member is given two weeks to meet the scheduled member at their place of business.
- Visitation should last for a minimum of 30 minutes.
- If the assigned visit did not occur because the visitor failed to attend, they hand \$5 to the member they did not visit and must continue to hand over \$5 to that member, every week until they make the visitation.
- If the member who was to be visited canceled the visitation, they drop \$5 into the Tip Bucket.
- At the third meeting of the month, each visitor gives a 30 second commercial for the member they visited.

The only time that a member gives their own commercial is if they were not visited, or the person who visited them is not at the meeting.