

Vistation Chair Script

Business Mixers increase chapter exposure and boost every member's presence.

Good morning, my name is _____.
I am the chapter's _____ (name your category)
and also the Visitation Chairperson.

My message today is for every member. Once a month each member visits another member to learn about their business and the best way to give them referrals.

At the first meeting of the month I will pass the tip bucket after the Pledge of Allegiance. Each member drops a business card into the bucket. When the tip bucket is passed the second time, each member draws a business card and announces who they will visit.

I will record the names of the visitor and the member to be visited. Each member is given two weeks to meet with the scheduled member at their place of business. The meeting should be brief, but thorough enough to give the visiting member a clear picture of how to best tip the person they visited.

At the third meeting of the month, the visitor is to give a 30-second commercial about the person they visited. If the visitor failed to attend the meeting, they are to give \$ 5.00 to the person they did not visit, each week, until the visit has been made. If the member who was to be visited canceled the meeting, they are to drop \$ 5.00 into the tip bucket.

Visitation increases tips by 20%, strengthens business relationships between members, and helps to develop loyalty within the chapter.