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**LEAD Education/Training**

**TOPIC: How Do We Make Our LEAD Chapter Better?**

**THE INFO:** Every LEAD chapter has potential. It’s just a matter of tapping into it. In this education/training segment, we focus on how to make the LEAD chapter better.

**Mission/Vision** – What is the overall goal for the chapter? Is everyone on the same page for an overall big picture? If not, spend some time gathering feedback and come up with what the chapter is seeking to accomplish in its entirety.

**Attendance** – Are chapter members attending regularly? Good attendance is paramount, especially because of the peer advisory component. Every LEAD member has either an issue or challenge within their business acumen(s). Members missing meetings can hamper not only growth, but crucial advice they either can give or receive.

**Conducting 1-on-1’s** – In an environment where peer advisory is present, it’s necessary for members to conduct 1-on-1’s. These meetings serve many purposes, such as lead/referral exploration, understanding how to work better and also building camaraderie that will enhance peer advisory sessions in the chapter.

**Conducting Peer Advisory Sessions** – Speaking of peer advisory sessions, every chapter (and members) needs it. It builds trust, enhances relationships, solves issues and challenges and much more. Spend time with your fellow chapter members assisting them and you (and they) will see the benefits.

**Utilizing Social Media** – Most LEAD members are on social media. However, many are not connected. Take some time to get connected on the various platforms and share each other’s info online. Great way to gain exposure for everyone!

**Inviting Visitors And Prospects** – Having visitors and prospects keeps attrition at bay, potentially. Ask yourself this question: What if the referral partner or peer advisor I’ve been seeking is just a visit away? Invite guests to the meetings. Fresh advice, contacts and resources is always great.

**THOUGHTS AND ACTIONS:**

1. Am I helping to make our chapter better?
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2. What can I do to make our chapter better? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. What’s the most important thing to our chapter? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_