



## Membership Application

Name	
Email	
Cell Phone	
Address	
Company	
Position	
Years of Experience	

### BIA Refers Code of Conduct

1. Maintain BIA membership in good standing.
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3. Commit to be on time and maintain a 75% attendance in a rolling three-month period.

The keys to successful referral networking and BIA Refers are:

4. Building Trust and Credibility
  - a. Trust and Credibility are built by adhering to your commitments, displaying honesty and integrity through honorable conduct.
  - b. While weekly meetings provide a forum and structure to facilitate group business, members are encouraged to engage in regular 1 to 1 meeting with each other outside of the regular meetings (at least one per week is recommended, this is where the referral networking magic happens, remember It's Not About Who You Know, It's About Who Knows You).
5. Conducting yourself professionally and respectfully
  - a. BIA Refers believes in ethical, fair and vigorous competition. Unlike other referral networking groups, BIA Refers does not limit membership to one person per industry/profession, a representative from a competitor may also be part of the group. Any disrespectful, disruptive or hostile behavior towards any other member or guest will not be tolerated. BIA is a large and diverse organization and believes there are opportunities for all.

- b. Be respectful of the meeting structure and the group's time. Meetings are structured with a generally standardized agenda that allows members to network, introduce their business, describe their ideal referral, learn about others and their business, and share their referral successes in a timely and efficient manner.
- c. Avoid Spamming and Panhandling members and guests. Not only are these tactics and behaviors annoying, they are ineffective and hinder your ability to build trust and credibility.
- d. Don't expect anything. Referral networking, when done well, can be an invaluable opportunity for your business, but it takes time and selflessness. In the words of Zig Zigler, "You will get all you want in life, if you help enough other people get what they want."

By signing and submitting this application in consideration for membership to BIA Refers, you agree to abide by the code of conduct outlined above and conduct yourself professionally and respectfully. Failure to meet the standards of this code of conduct may result in your BIA Refers membership being revoked and loss of paid membership fees.

Applicant: \_\_\_\_\_

Date: \_\_\_\_\_

BIA Refers Board Approval: \_\_\_\_\_

Date: \_\_\_\_\_

Please forward this application to Tom Miller at the BIA Office: [tom@biacentralky.com](mailto:tom@biacentralky.com)

Questions? Call or text Tom at 502-262-3715