



Leads Groups Quick Guide 2020

Leads Groups allow professionals to meet consistently in a non-competitive and mutually supportive environment to exchange leads and business referrals. These groups are intended to be a tool for members to cultivate professional relationships, establish trust, increase knowledge and build business. In order to achieve this, each Leads Group includes 8-25 chamber members from different industries.

What will a Leads Group offer my business?

- Focused opportunity to create and maintain an effective network
- Build personal and professional relationships with other chamber members
- Develop strategies to grow and expand your business

How often do Leads Groups meet? *In person meetings have adjusted to virtual meetings during the Covid-19 limiting of groups gathering – each group chair will have virtual meeting information*

- **Leads Group 1** - meets **1st and 3rd Thursdays** from 11:30 a.m. – 12:30 p.m. at the Chamber
- **Leads Group 2** - meets **1st and 3rd Tuesdays** from 8:00 – 9:00 a.m. at Cleveland University
- **Leads Group 3** – meets **2nd and 4th Mondays** from 11:30 a.m. – 12:30 p.m. at the Chamber
- **Leads Group 4** – meets **2nd and 4th Tuesdays** from 11:30 a.m. – 12:30 p.m. at the Chamber

Leads Group Guidelines

- Leads Group members must be members of the Overland Park Chamber in good standing
- You may visit a Leads Group ONE time if your chosen category/industry is available
- ONE person will represent a category/industry per group
- Acceptance in a group is filled by the first application submitted to the Chamber
- If your chosen category/industry is not available, you will be added to a waitlist maintained by the Chamber
- Member businesses can have up to two employees from their business participate in separate Leads groups
- A minimum of 8 members are needed to create a new group. Groups will have a maximum of 25 members
- Each group member is responsible for bringing at least one new lead to each meeting
- Group leadership is elected by group members for a term of one year starting in January
- A non-refundable \$60.00 per person is due upon acceptance to a Leads group and will be renewed annually

How can I attend & join a Leads Group? For more information and to attend the group, contact:

Sidra Connell, Group 1 Chair
Sidra.connell@jasonsdeli.com or (913) 498-2255

Larry Schneider, Group 3 Chair
larryschneiderkc@yahoo.com or (913) 523-6263

Kirk Reh, Group 2 Chair
kirk@ktreh.com or (913) 481-3053

Matt Maciel, Group 4 Chair
matt@macielwealthmanagement.com
(913) 638-3709

For further info & to submit an application, contact:

Stacey Cowan, Membership Director
scowan@opchamber.org or (913) 766-7604