



## Leads Groups Quick Guide 2021

**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?** *Groups are meeting in person with virtual attendance as a possibility – each 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 4** – meets **2nd and 4th Tuesdays** from 12:00 – 1:00 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:

**Justin Hubbard**, Group 1 Chair  
[optigerrock@gmail.com](mailto:optigerrock@gmail.com) or (205) 394-3854

**Tricia Luedke**, Group 4 Chair  
[tluedke@corebank.com](mailto:tluedke@corebank.com) or (913) 490-741

**For further info & to submit an application**, contact:

**Alex Cook**, Member Services Coordinator  
[acook@opchamber.org](mailto:acook@opchamber.org) or (913) 766-7600