



Membership Information

Developed by CHADONS Resources Group www.DOCS4.com Helping People Succeed

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What Is...

E-Forward is modeled after the Vistage/MasterMinds groups.

The purpose of which is to provide Entrepreneurs with a positive support system to help each person achieve their business aims.

We do that by -

- Helping each member set their own personal/business goals
- Providing useful knowledge/training
- Having the other members act as a supportive “board of directors” that can bring their knowledge and experience to the table to help each member with their challenges.
- Creating group discussions on general or group challenges such as employee engagement, sales difficulties, work/life balance, etc.
- Holding the meetings in a constructive framework that leaves discussion open for the challenges of the day, but disciplined enough there are real positive take-always, instead of a general bitch session with little to nothing accomplished.

E-Forward is not a networking or lead/referral group. We do recognize if members in creating these new and positive relationships choose to do business outside of the group, that is each members business. However member solicitation is not the focus, is not welcome and could result in ejection from the group.

In the subsequent pages, we will be detailing the benefits of what being a member to an E-Forward Group can mean to you, however each member should expect real ideas and tips on how to manage and grow their business, reducing any stress that may be resulting in not having answers to obstacles or needs that crop up and creating positive relationships showing that you are not alone and that your desired success is quite achievable.



General Information ²

- ◆ Membership is limited to a dozen participants
- ◆ Membership may be limited to one member per industry/profession to support open conversation and avoid conflicts. Exceptions will only be considered with full acceptance of the first person that applied to be a member of the group
- ◆ Once membership is established (normally by the end of the first meeting) the group is closed for the duration of the sessions. This is to create a cohesive group and not have people “popping in and out” .
- ◆ Those that can find value in being an E-Forward member are small business owners or entrepreneurs generally (but certainly not limited to) 1 -5 years in existence looking for objective, knowledgeable resources to help support/grow their business. However people outside of this definition can certainly find significant value of membership depending on their situation.
- ◆ Membership will require a 6 month commitment. Each member is responsible for attending/participating the session each month.
- ◆ Besides the 1 group session each month, each member will be eligible to receive a significantly discounted one hour coaching session. This will be scheduled to fit the members convenience and after the first two face to face coaching sessions, they can continue in person or be held over the telephone (members decision).
The purpose of the personal coaching session is to help the member reinforce the group meeting and/or handle other challenges the member is facing.



Session Structure

The session consists of -

1st 1/2 hour - Each member discussing status of goals that were set previous sessions.

2nd 1/2 hour - Knowledge Time -

Short presentation followed by discussion will be on various business topics by your facilitator.

First session presentation will be on Effective Communication. Subsequent Session Presentations will be chosen by the members. Topics could be (but not limited to)

Time Management
Business Networking
Conflict Resolution
Strategic Planning
Marketing Strategies

Sales Steps
Leadership
Customer Service
Using the Internet
Branding

2nd hour - Will consist of 1/2 hour sessions where 2 members will describe a challenge they are facing and the group as a whole will discuss experiences, possible solutions, etc.

3rd hour - Depending on group size, will break into small groups where each can discuss their latest business challenges. To keep the conversation going, the facilitator may throw in discussion points. Towards the end of the hour, each member will develop a goal for themselves/their business to be worked on over the next month.



Benefits

Members who have joined groups such as E-Forward universally praise them for how they are able to help the business owner to deal with their challenges facing them.

E-Forward takes the best of those worlds by offering a little bit of business development (the learning segment), a little bit of structure to ensure the session moves along and some goal setting to ensure the business moves forward.

So the Entrepreneur

- ◆ Can bounce ideas with other like minded people to see if they are worth spending time/money on.
- ◆ Can come up with real solutions to their problems whether its people/vendors/ product issues and benefit from others who have experienced those issues themselves.
- ◆ Can gain insights on how to be more effective in their business.
- ◆ Doesn't have to feel that they are alone in having to develop answers/solutions/path forward for their business.



Next Step..

That ones fairly easy.

Contact Chadons at (773) 769-1992 or terry@chadons.com

Whether you -

- ◆ aren't sure whether this is right for you,
- ◆ you just want a little more information or
- ◆ you know this will be a positive step for you and your business,

Contacting Chadons is the next step to getting the answers you need or getting your membership started.

We will have a two way discussion of how E-Forward can serve you and your business. If either you or I determine this would not be a good fit for you at this time,

Worried about getting a “sales job” or being pressured?

Sorry, won't happen.

It just doesn't make sense for us to do that. This is an extended commitment on both of our parts, and having one party (that's you) unsure or coming in feeling forced to participate is counter-productive for you, myself and the other members.



About your Facilitator/Coach

Prior to becoming a business coach, Terry Bass worked his way through the corporate structure ending his career as National Training Manager of Tech Services Intl. (a subsidiary of Eastman Kodak)

As a business coach today, he coaches, speaks, presents dynamic (and often fun) workshops, along with some of the most empowering development programs being offered today.

While he works primarily in the ChicagoLand area, Terry's seminars and workshops have been seen nationwide.

Terry coaches primarily in the "micro" business arena. That is businesses with 1 to 20 employees (or entrepreneurs). He helps individuals focus beyond the day to day work and develop goals/plans to take them to the next level of success as they define it.

Terry is also an author of the popular E-Book **Networking 2.0**, a book on business networking as well as being a contributing author to the Ebook *Guide to Strategic Planning*, both books geared towards supporting small businesses.

One of Terry's passions centers around Developing Outstanding Customer Service, which he believes needs to be a core value of any organization. He has designed a program titled **DOCS 4** (Developing Outstanding Customer Service for...) where he offers step by step "how to" manuals for the front line employee. **DOCS4** Programs can be found at www.docs4.com

E-Forward is another platform to support people succeed. Whether people and businesses are looking for help for challenges, for increasing their business or just get some ideas, CHADONS is providing solutions for you and your business.