



### Relationship Building

- **On a monthly basis, each member of ERN is expected to visit another member at their place of business, preferably. The ERN Relationship Builder will email the monthly list no later than the first meeting of the month (this list will also be posted on the web site after it is emailed).**
- **This is one of the most important functions of networking within ERN. The members will get to know more about each other and their businesses. It will allow them to focus on how they can generate ERN'd Referrals for each other and develop a stronger relationship.**
- **This time is important, so we ask that each member would then represent that person in their category at the third meeting of the month when we exchange ERN'd Referrals at the end of the meeting. They will present a 30 second commercial (be creative) for that business as though it was theirs.**
- **If the Relationship Building visit is not completed prior to the third meeting, the member must give a \$5 donation to that member they were to visit. The only exceptions would be if the member is on a leave of absence or after numerous attempts to visit the member it could not be accomplished due to that members schedule and circumstances.**
- **If the member still has not completed this visit in future weeks, then they are not allowed to give their 30 second commercial at the end of the meeting and continues to owe a \$5 weekly donation to that member until visited.**
- **If the member does not give the commercial for the person they visited on Relationship Building Day (the third Wednesday of the month, unless changed by the Board for extenuating circumstances) they will NOT be permitted to give a commercial for the other member at another meeting.**
- **If you have any questions, please feel free to give the ERN Relationship Builder or any board member a call. Thanks for making ERN the best networking group in central Pennsylvania!!!**