



INSIDE•OUT
SWFL Vitality Network
-HEALTH & WELLNESS-

Program Policy

South West Florida Business Alliance (SWFBA) provides solutions and serves as a catalyst for growing our economy. We do that by uniting members through community involvement and exposure, by connecting individuals via networking opportunities and various events, and by empowering professionals to facilitate committees and programs with various missions.

Inside • Out SWFL Vitality Network – Health and Wellness is one of the programs developed out of the SWFBA to offer the opportunity to build soft skills, provide networking opportunities, and offer interpersonal business communication opportunities with a focus on giving and collaborating with peers in the community resulting in a business-to-business interaction.

Mission Statement

The purpose of the group is to establish a structured meeting time and place for a select group of highly qualified health & wellness business professionals who want to work together for the sole purpose of helping each other succeed in business through the exchange of qualified business referrals and current marketplace information.

Overview

Each meeting will begin promptly with introductions of each member telling the group a little about their business and what type of leads would be beneficial to them, then visitors. (Not to last more than one minute per person.) One member will be asked in advance to be the "Highlighted Speaker" during each meeting and will be allowed to address the group with a ten to fifteen-minute presentation about their businesses. Members will then be asked to share leads with fellow members. Each meeting will end with open announcements about upcoming events that we all can support.

Section I: Meetings Details

- Dates: Every Tuesday
- Time: 8:00am
- Location: dermani MEDSPA Fort Myers

Qualifications

Businesses and their representatives must demonstrate a high standard of quality, ethics, professionalism, and reliability in regard to their products and/or services. Criteria for the selection of new members will be at the discretion of the total group by way of an email voting poll.

Section I: Requirement to Apply

- Have visited the Tuesday Networking meeting twice in a row and have determined they're a good fit and can be committed to the expectations and ethics set forth in this document.
- One on One Meetings are highly encouraged, but not required.

Section II: Application Process

- Business category (goods or service) must be available in prospective group.
- Two visits to Tuesday meetings
 - Must express verbal or written interest to group Chair.
 - Chair must clear any cross-category situations with current members.
- Chair will send the application via email.
- Must return application before a vote can take place.
- An email vote will be cast within 24hrs of receiving the application.

Section III: Voting

Voting will be conducted by the group Chair by way of an email voting poll. Members may choose to reply privately to the Chair, or they may reply to everyone to initiate a group discussion. Chair is not required to disclose results.

- Vote casting must be done within 5 business days of being initiated, after the poll is closed.
- Members who did not vote will not be counted.
- Potential Member must receive an 85% approval of the voting members to join the group.

Once the result has been accounted for, the Chair will deliver information to the applicant and group.

Section IV: Dues

The Path to Profits program was created to build professional development and to exchange quality business leads, making the group a valuable commodity to the membership. To maintain the integrity and effectiveness of Inside • Out SWFL Vitality Network – Health and Wellness, a nominal annual due of \$25 has been implemented. This modest fee serves as a mechanism to ensure that participants are committed to actively contributing to the group's objectives and are not solely seeking to exploit the resources and goodwill of fellow members, to cover costs of resources supporting the group.

- Once the results of the voting have been processed as accepted, Chair will invoice the member the \$25 Annual Dues to the email address stated on application or to the billing email on file.
- Only once paid, they may attend the following meeting.
- The \$25 annual dues will be automatically billed annually anchored to the month they joined.

Expectations and Ethics

The more we know about our fellow members' businesses, the better we can assist each other by supplying qualified leads which is the reason Inside • Out SWFL Vitality Network – Health and Wellness attendance and ethics expectations are an essential part of the program. Members understand and agree that they will:

- Attend weekly meetings on a regular basis; the groups meets every Tuesday at a predetermined time and location. Meetings last approximately one hour.
 - If a member misses more than three meetings over a six-month period, it will be presumed that he/she no longer wishes to be a participating member. In such case, his/her name will be removed from the roster and the business category will be announced as available for a new member. Any pre-paid dues will be forfeited.
- While there is no strict minimum requirement for lead contribution, it is expected that all members actively engage in both giving and receiving leads to foster a collaborative environment conducive to success.
 - Members who consistently fail to contribute leads and solely benefit from receiving them without reciprocation are not aligned with the values of our networking group and may be subject to dismissal. See Departure, Section 2.

- Members must demonstrate a high standard of quality, ethics, professionalism, and reliability in regard to their products and/or services.
 - There is zero tolerance for stealing leads.
 - In the event a professional legal situation arises, the member/company must take a leave of absence until the situation is resolved/closed.
- To establish a loyal working relationship among the group, members may only represent one category.
 - If there is a cross of goods and services amongst members, the represented category of the group should be discussed at the time of application and agreed upon with the other member(s) offering similar services.

Attendance

Section I:

Commitment and reliability are key ingredients of a professional and are a requirement of all group members. The secretary will take attendance at each meeting.

- If a member misses more than three meetings over a six-month period, it will be presumed that he/she no longer wishes to be a participating member. In such case, member will be removed from the roster and the business category will be announced as available for a new member. Any pre-paid dues will be forfeited. See Departure, Section II.

Section II: Substitutes, Visitors, and Potential Group Member

Substitutes:

If you know you will not be able to make the meeting you are allowed to send a substitute as your representative that will deliver your elevator speech and lead information during the reporting portion of the meeting.

- Please make your substitute aware of the categories of the group and ensure they are sensitive to others with similar services.

Visitors:

We are open to everyone, we encourage EVERYONE to visit the groups, regardless of Chamber status or category. It is the duty of the member that invited them, the group Chair, and/or Chamber Staff to explain the group policies.

Potential Group Member:

Once the group policies have been reviewed with the visitor and they understand the requirements, they may begin the process to apply. See Qualifications, Sections II & III.

Departure

A great leads group builds a culture to retain its current members. Occasionally, one may have to move on for various reasons or finds that the group is no longer fit.

Section I: Current Member Priority

If the departing member changes companies, the member will need to express their interest of returning to the group chair/Chamber Staff

- As long as the member's "new" employer is in good standing with the Chamber, the member can continue with the group without going through the qualification process
- The member's seat will remain held for a period of one month from date expressed before it is announced as open to new members.

Section I-A: Company Priority

If a member leaves a company unexpectedly, the members' seat and category will stay with the company as long as they remain in good standings with the Chamber.

- The incoming person representing the company will have to go through the qualification process.
- If the company chooses not to participate, the category will open back up.

Section III: Disciplinary Action

In the event a member is not abiding by the set forth expectations and ethics of the group, Chamber staff will contact the individual to discuss and understand the situation, review the data, and to provide coaching offering the member the opportunity to rectify the issue.

- 1st Interaction: will be a verbal conversation, resulting in 2 months to rectify the issue or an agree upon term documented by Chamber staff.
- 2nd Interaction: Chamber staff will have determined, based on data and terms agreed upon in previous interaction, that the member is not fit for this group and asked to leave.
 - If the member remains in good standing with the Chamber, and no ethics were violated, member may request to join a different P2P group.

Capacity

Members can only choose one category when joining our Inside • Out SWFL Vitality Network – Health and Wellness. To establish a loyal working relationship among the group, only the current directory category is to be offered to members of the group. If there is an opening for the category, the members can apply, and the group can continue to grow.

Once the group gets to 35 people or has more than 5 repeating categories interested in the group (whichever comes first), SWFLBA will open a new group to accommodate the integrity and cohesion of the group(s).

Section I: Dissolving a group

If a group has an attendance of less than 5 members show consistently for a two-month period, the group will dissolve. All dues will be forfeited.

Group Positions and Responsibilities

“Appointment and Authority - The Chairman, with the approval of the Board of Directors, shall appoint all standing committee chairmen. The Chairman may appoint such ad hoc committees and chairmen as deemed necessary to carry out the network. Committee appointments shall be at the will and pleasure of the Chairman, and appointees shall serve concurrently with the term of the appointing Chairman, unless, a different term is approved by the Board of Directors [BoD].”

Inside • Out SWFL Vitality Network – Health and Wellness Group Chairs will be approved by the current Board of Director Chairman, taking office July 1 of that physical year.

Section I: Chairman

Chair can serve a one-year term which is to be turned over on July 1st and is to allow the incoming volunteer, approved by Inside • Out SWFL Vitality Network – Health and Wellness BoD, to take over. Outgoing Chair may remain in the group as long as he/she meets the requirements and can be eligible for Chairman position again after one year.

CHAIRMAN (CHAIR) WILL COMMIT TO THE FOLLOWING RESPONSIBILITIES FOR A ONE-YEAR TERM:

- Remain an active member in good standing.
- Preparing an agenda
- Facilitate the group during the assigned meeting time.
- Conduct the email voting process and track the results.
- Respect the integrity of the group’s mission, culture, and seat categories.
- Act as liaison between group, staff, and prospective candidates.
 - Conduct the coordination amongst cross-categories and the cohesiveness.

Section II: Chairman Turnover

Any active member of that Inside • Out SWFL Vitality Network – Health and Wellness group may inquire about the Chair position. The Vice Chair will receive the first offer of the Chair position. The current Chair may also nominate their successor. If there are no volunteers or nominees, the group’s Staff liaison will appoint the nominee to be voted on by the BoD. The BoD will determine the Chair of the group.

Section III: Vice Chairman

The Vice Chairman (Vice Chair/ VP) serves as the group administrator. This position is a volunteer position with no term limit. In the event the Vice Chair wants to end his/her term, they must do so at the turn of the physical year (July 1st) with the turn of the Chair position. It is the Vice Chairs responsibility to nominate their successor. Any active member of that Inside • Out SWFL Vitality Network – Health and Wellness group may volunteer as the Vice Chair. In the event the current VP cannot find a successor, Chamber Staff Liaison will appoint one.

THE VICE CHAIR WILL COMMIT TO THE FOLLOWING RESPONSIBILITIES:

- Collect group data
 - Attendance, members and visitors
 - Leads slips.
 - One on One Slips
- Entering Data into Tracker (Drive)
- Book upkeep during meetings, ensure cards are full.
- Send email reminders for upcoming meetings & speakers.
- Maintain group Speaker List

Section IV: Board Members

RESPONSIBLE FOR:

- Bringing the group books.
- Providing the Lead and One on One Slips, and Applications
- Providing access to essential digital data (Drive upkeep)
- Securing the meeting location
- Presenting the Group Policies and Group Data, at a minimum, once a Quarter
- Disciplinary actions, See Departure, Section II

Summary

This group is designed to be informative, productive, profitable, and fun. Active, consistent, and sincere participation by all its members will make this program a great success. Structured meetings will assure us of keeping on track and give each of us the most qualified and profitable leads to improve our business.

Business Categories (need to expand or define more)

Physics

Mental health

Spirituality

Society

Natural environment

Intellectual

Financial

Occupational safety and health

Mental

Exercise

Nutrition

Body treatments

Health

Sleep

Career wellness

Weight management programs

Mindfulness

Naturopathic medicine

Physical dimension

Physical activity
Sexual and reproductive health
Spa economy
Thermal/mineral springs
Vocational