

At B2B Gathering we offer business owners, entrepreneurs, sales professionals, business consultants and managers the opportunity to expand, start or grow a business through professional leads exchanging and networking.

Hear what some of our members have to say!

"Most leads groups fail because their members immediately expect hot leads spoon-fed to them, magically increasing their revenues. They fail to grasp that successful leads are developed through the cultivation of relationships. B2B Gathering is successful because they facilitate and nurture these helpful relationships."

*Toby Brink, President
Tri-Valley Business Council*

"I've been in several networking groups...and I am particularly impressed with the people in my B2B group. B2B focuses on building business for its members, unlike some other networking organizations..."

*Jeff Rubin
The Newsletter Guy
<http://www.thenewletterguy.com>*

"B2B Gathering has helped me position myself as an expert in my field, by bringing together the professionals who can refer my services. Thanks to B2B, I'm not only well known in my area now, but I also have many professional colleagues referring me business all the time."

*Analia Morris
Paychex*

Industries That Benefit from B2B Groups

*Real Estate-Residential
Mortgage Broker
Financial Advisor
CPA/Bookkeeper
Insurance--Auto, Home, Property
Insurance--Health, Life & Dental
Printing
Web Design
Interior Design
Photography
Human Resources Consulting
Payroll Services
Business Consultant/Coach
Business Banking
General Contractor
Security/Alarm Systems
Computer Repair/Consultants
Moving & Storage
Direct Mail
Attorney--Business
Attorney--Estate Planning
Attorney--Family Law
Marketing Writers
Marriage/Family Therapist
Public Relations*

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B2B Gathering isn't limited to these industries. If you serve other businesses, you're welcome to join! Call us today at:
925-417-6764

B2B Gathering, Inc.

"Where Professionals Gather To
Make Business Happen!"

Leads groups that really work!

Rick Silva

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What to Expect

- B2B Gathering meets once a month for 90 minutes.
- All meetings are held at 9 AM or 12 Noon.
- No food, no distractions.
- We meet in business settings, such as conference rooms.
- We don't count or force leads at meetings.
- Business-to-business (B2B) Focus.
- Meetings are run by professionally-trained Networkers.
- We welcome your participation in other referral groups, if you choose.
- One fee, with 3 easy payment options.
- Industry exclusivity: You have no direct competition in your group.
- You will be professionally coached on how to deliver an effective 60-second introduction.
- We're here for more than just leads forms. We're here to build business relationships between members, and our members' colleagues.

Visit our website for more information:

www.b2bgathering.com

Why B2B Gathering?

Why choose B2B Gathering for business leads and networking:

1. The meetings are structured to help you in 5 primary areas:

- A. 60-Second Introductions, to help you "empower" others into becoming part of your sales force.
- B. 5-minute Presentations, to sharpen your presentation skills and build your referral practice.
- C. Find more leads.
- D. Find more power partners.
- E. Most importantly, to give you the opportunity to help others build their business through referrals and networking.

2. We don't have rules about exchanging leads during the groups. Nobody is pressured to produce leads at every meeting. B2B Gathering prefers this to occur naturally, as part of being in the group.

That said, we definitely encourage you to go out and network! Gather business cards, develop business relationships outside of B2B - so you can come back and refer those contacts to your fellow members.

3. B2B Gathering gives you affordable membership fees, with multiple ways to pay. We also pay 10% referral fees for anyone you refer to B2B Gathering who joins for 1 year.

4. B2B Gathering is focused on building business for its members. To find the next meeting in your area (or if you'd like to know more), see our website at www.b2bgathering.com.

Get The Most Out of Your Networking Experience

- Show up early, and come with a clear mind. The goal of B2B is to help others - not just yourself - become successful!
- Take notes, so you'll remember the advice shared at each meeting.
- Your 60-Second Introduction is your "mini-commercial." Make sure it's clear, concise and very specific. If you want to improve it, ask your group for feedback.
- Listen closely to everyone's introductions. You never know what you might learn about them. Plus, you might have a perfect lead for them already!
- Carry your fellow B2B Gathering Member's cards with you, especially to mixers and networking events. This way you'll never miss a chance to refer them.
- Keep in contact with the other group members. Don't wait until the next meeting if you have a referral for them today.
- Follow up, follow up, follow up! There's nothing more valuable than following up in a timely manner, with the prospect and the person that gave you the lead/referral.