

Build relationships.  
Get leads.  
Grow revenue.



The St. Joseph Chamber of Commerce Circle of Influence is a leads group composed of small business professionals who are looking to increase their revenue by forming relationships with other Chamber members for the purpose of exchanging direct client referrals and leads. The group also provides a forum for the discussion of issues which businesses commonly encounter.

Small businesses typically have a smaller marketing and sales budget than larger businesses and have less access to professional consulting services. By joining a Circle of Influence (COI) group, businesses have the opportunity to multiply their exposure by educating fellow COI members about their business, so when the occasion presents itself, COI members can promote each other.

Group 1 regularly meets:

**The second & fourth Thursday of the month  
11:30 a.m. to 1 p.m.**

Stoney Creek Hotel and Conference Center  
1201 N Woodbine Road  
Breakfast room off lobby

Group 2 regularly meets:

**The first and third Wednesday of the month  
11:30 a.m. to 1 p.m.**

Stoney Creek Hotel and Conference Center  
1201 N Woodbine Road  
Breakfast room off lobby

You must be a Chamber member to join and there is a \$100 joining fee.

*Other COI Groups may form with a minimum of 15 members, with one member per profession/specialty in each COI group. Each COI group will meet at a time of its choosing.*

### **COI Members:**

- Help each other succeed.
- Grow participants' businesses.
- Actively refer products & services of others.
- Show loyalty & dedication to each other.
- Provide quality service at a fair price.
- Operate legally & ethically.
- Handle referrals from members in a timely manner.



**ST. JOSEPH**  
Chamber of Commerce

To join a group contact:  
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