

# Creating Successful M & M's

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*Successful M & M's don't happen accidentally. Success occurs when chapter members prepare to get the most out of the M & M hour. Here are a few suggestions for creating a power packed M & M.*

1. Be intentional about the amount of time you will schedule for your M & M. Put the appointment time in your planner and keep your agreement. If your fellow chapter members know that you will show up on time and use only the time allotted, it will encourage future M & M's.
2. Avoid "back to back" M & M's. Over scheduling M & M's will impact your work day and also create M & M fatigue. Only one a day is the best advice.
3. Be prepared for your M & M. Take the MBX M & M Packet designed to facilitate your meeting. You can find this packet on the resources tab of our website, titled "M & M Packet." Completely fill out one copy of the packet and then photocopy it for each M & M you have thereafter.
4. Take notes. It will help you remember what you learned in your M & M and it will also show the other MBX member that you are serious about the meeting.
5. Make sure you don't "hog" the meeting. Ask questions, listen, and give equal time to the other member.
6. Remember that each chapter member you don't have an M & M with is potentially lost business and referrals.