

# Let's Talk About You

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MBX Education

*Member-to-member meetings are essential to the effective operation of our networking chapter. In fact, referrals rise in a direct relationship with the depth of our relationships. This education minute will help you see where the holes are in your member-to-member meetings so that you can proactively design meetings that are more than just shooting-the-breeze kinds of events.*

First, with WHOM do you need to schedule your next meeting/s? Using the chart below, check the names of the MBXers you have not invited to coffee yet. Remember that everyone is responsible for scheduling these meetings.

<input type="checkbox"/>	Mike Biddison	<input type="checkbox"/>	Marvin Hanneman	<input type="checkbox"/>	Mauricio Rehbein
<input type="checkbox"/>	Peggy Biddison	<input type="checkbox"/>	Dan Hoag	<input type="checkbox"/>	Adam Saxon
<input type="checkbox"/>	Tig Bigler	<input type="checkbox"/>	Jonathan Koehn	<input type="checkbox"/>	John Schwalbach
<input type="checkbox"/>		<input type="checkbox"/>	Bruce Logue	<input type="checkbox"/>	Jaimal Sangha
<input type="checkbox"/>	Dan Caris	<input type="checkbox"/>	Kelly Lowe	<input type="checkbox"/>	Sam Sangha
<input type="checkbox"/>	Kayla Corona	<input type="checkbox"/>	Caitlin McBride	<input type="checkbox"/>	Staci Santa
<input type="checkbox"/>	Scott Crawford	<input type="checkbox"/>	Armando Martinez	<input type="checkbox"/>	Tom Siverly
<input type="checkbox"/>	Debbie Engel	<input type="checkbox"/>	David Melin	<input type="checkbox"/>	Ashley Smith-Jenkins
<input type="checkbox"/>	Lori Ferriera	<input type="checkbox"/>	Gene Millen	<input type="checkbox"/>	Dean Sparks
<input type="checkbox"/>	Steve Gale	<input type="checkbox"/>	Anthony Morrison	<input type="checkbox"/>	Mike Steen
<input type="checkbox"/>	Dauna Goza	<input type="checkbox"/>	Denise Palsgaard	<input type="checkbox"/>	Nick Valdez
<input type="checkbox"/>	Gloria Gibson	<input type="checkbox"/>	Gary Phelps	<input type="checkbox"/>	Eileen Vidales
<input type="checkbox"/>	Armeda Guerrero	<input type="checkbox"/>	Tom Price	<input type="checkbox"/>	Larmont Williams

Second, WHAT should you talk about? Remember that MBX is a business networking organization. Member meetings are first and foremost an opportunity to talk about each other's business in a way that informs and empowers your fellow MBXers to represent you. Here are some important M&M guidelines.

1. Check your watch. Don't spend a whole hour talking about yourself. If you do, you have blown a golden opportunity to get to know a fellow MBXer. Additionally, you will send the rather loud message that you don't care about the other, lowering the possibility that you will get future referrals.
2. Use the meeting to find out more about the other MBXer. Before going to the M&M make a short list of questions you'd like to ask that would make you a better referral partner. Be intentional. Use your time well.
3. Don't use the M&M as a sales pitch opportunity. If you go to the M&M remembering that the meeting is not about YOU, it will be a productive and positive meeting. (Imagine what happens when two people get together, both thinking that the meeting is about the other.)