

# CENTRAL FLORIDA BUSINESS FORUM

www.cfbf.net

## MEMBERSHIP APPLICATION

The CENTRAL FLORIDA BUSINESS FORUM is a Business-to-Business member organization and a forum to network in a professional atmosphere. Sales professionals and business owners that sell PRIMARILY or totally to business enterprises are invited to apply. The group provides a resource of information for business professionals on topics of common interest. Through active participation, members can promote their own businesses, give presentations, increase their visibility and exchange referrals.

### **IMPORTANT Please read the membership procedures and guidelines:**

1. CFBF expects a high level of commitment and participation among all of its members. Our membership process may be more thorough than other referral organizations. A prospective member's application is reviewed for content. Each applicant is interviewed by one or more individuals on our Membership Committee who then reviews the application with the entire committee.
2. The first year membership dues are \$200.00. Subsequent year's dues are currently \$150.00 per year. Membership dues are not refundable after membership approval. Dues are payable by cash, check, or major credit card. Returned checks are subject to a \$35.00 additional fee. **First year membership dues must be submitted with the application.** Checks will not be deposited until membership approval. Credit cards will be refunded if membership is not approved.
3. Attendance is very important. You must be committed to weekly meetings.
4. We allow one business representative per category. Your business must not conflict, or compete with any other member in the group. Some organizations have several facets, but you may only apply for and promote one open category as classified by the CFBF. When approved, that becomes your 'protected' category.
5. If there is a conflict of business interest the current member will decide on new member acceptance if the new member's business infringes on the current member's 'protected' category.
6. **Membership is awarded on an individual basis, not as a corporate membership.** Members are responsible for payment of their own dues even if reimbursed or paid directly by their company.
7. Membership is not transferable to anyone else, except as outlined in the CFBF General Policies.
8. CFBF reserves the right to decline membership to any individual or company based on the business needs of the organization, or if a check for the first year membership dues is returned.
9. Prospective members must read and agree to the CFBF General Policies.

#### **CFBF - Founders Meeting Place:**

Einstein Bros. Bagels  
441 S. Orlando Ave  
Maitland, FL 32751

#### **Contact:**

Steve Kemper, Chairperson  
407-841-0022  
E-Mail: [stevek@s-markusa.com](mailto:stevek@s-markusa.com)

**Thursdays, 7:30 to 9:00 AM**

**Please do not mail payments to the meeting addresses. Contact Steve Kemper for more information.**

### **Part I APPLICATION PROCESS (Please Read Carefully and Complete Entirely)**

A prospective member may attend two meetings as a visitor. Prospective members then complete this application and submit it with a check to the Chairperson for review. Checks are not deposited until membership approval.

The Chairperson or Membership Committee completes the screening process and notifies member of acceptance or non-acceptance before the next meeting.

**Part II (APPLICATION FOR CFBF MEMBERSHIP)**

\_\_\_\_\_  
Last Name                                  First Name                                  Middle Initial/Name                                  Male or Female

\_\_\_\_\_  
Business Name

\_\_\_\_\_  
Business Address                                  City                                  State                                  Zip

\_\_\_\_\_  
Work Phone                                  Cell Phone                                  Home Phone                                  Fax

\_\_\_\_\_  
E-mail Address                                  Web Site

\_\_\_\_\_  
Classification/Business Category Listing                                  How long have you been in this industry?

\_\_\_\_\_  
How long have you been in your current role with the company you represent?                                  How long have you lived in Orlando/Central FL?

\_\_\_\_\_  
What do you expect to be able to contribute to the group?

\_\_\_\_\_  
What will be your major source of leads and referrals?

\_\_\_\_\_  
As far as developing business, would you consider yourself a "hunter" or a "farmer"?                                  Please explain.

\_\_\_\_\_  
Approximately what percentage of your selling time and effort is focused on selling to businesses versus consumers or individuals? \_\_\_\_\_

\_\_\_\_\_  
What other networking groups and affiliations do you participate in regularly?                                  Please describe.

\_\_\_\_\_  
Are you able and willing to make the commitment to arrive weekly on time and stay until completion (approx.75-90 minutes)? \_\_\_\_\_

\_\_\_\_\_  
List two individuals who would be able to attend meetings on your behalf, should you be unable to attend? Substitutes can be managers, co-workers, customers or any other individual that is not in a conflicting category with another CFBF member. (Include names & phone numbers)

**Part III BUSINESS REFERENCES (two to three customers that you've done business with in Central FL)**

\_\_\_\_\_  
Name Company Name Type of Business Phone

\_\_\_\_\_  
Name Company Name Type of Business Phone

\_\_\_\_\_  
Name Company Name Type of Business Phone

**I have thoroughly read, understand and am willing to abide by the CFBF General Policies as listed on the www.cfbf.net website:**

Yes    No

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By submitting this application, I agree to the use of my personal business information by CFBF for the organization's administration including, but not limited to email distribution, organizational roster/member directory, website, headshot or other images, brochures and tracking reports.

I agree to notify the membership committee, in writing, of any changes to my personal or business information so that it is current and accurate.

*I certify that all of the information contained in this application is true and accurate. I also agree, understand and will abide by the General Policies of the CFBF as a condition of continued membership.*

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date