



COEUR D'ALENE MEN IN BUSINESS NETWORK

Coeur d'Alene Men in Business Network

The Men in Business Network is created to aid in the advancement of professional men in the Inland Northwest.

By becoming a member of the network you can expect the following:

Membership terms and conditions

- A monthly business card size listing in the Men in Business (MIBN) network pages within the North Idaho Business Journal. (\$50 monthly fee billed by The CdA Press)
- A profile feature of you and your business once a year in the Men in Business (MIBN) network pages within the North Idaho Business Journal.
- Opportunity to attend monthly meetings of the MIBN. The board of directors will determine dates, times, and locations. If you are absent without notification your membership status may be revoked.
- Industry exclusiveness. To be determined by the board that only one business per industry be represented.
- Listed on the cdameninbusiness.com website (requires a \$100 one time set up fee).

Purpose and Value

The purpose of the MIBN is enablement. The network enables MIBN members to extend their offer and capabilities through positioning with increased value of product line coverage in the competitive marketplace. The network allows each member to quickly respond to client requests and work together in a non-competitive environment.

Enablement is value for its members by

- Allowing multiple companies to pool their resources and jointly submit offers
- Allowing a company to enter a new market sector through another member
- Allowing referrals of qualified sales leads
- Stimulating sales and support for its members in the business services market

Responsibilities

Each member shall agree to perform the following:

- Communicate your company's capabilities to other members by providing information to be added to the MIBN web site.
- Include products and services in sales proposals and offers. Advise members of the opportunities.
- Refer work to other members if there are opportunities that fit the offer.
- Call or email by the Monday before the monthly meeting if you cannot attend the meeting.

Integrity

Maintaining integrity is important to keep the MIBN healthy and valuable to each member. If any member abuses the MIBN, the following may be considered:

- Replace or remove a member that does not contribute and only takes from the MIBN
- Replace or remove a member whose reputation negatively affects the MIBN due to unlawful activities or bad business practices.
- Replace or remove a member that demonstrates support problems causing customer dissatisfaction that affects other members.

Membership

Members of the MIBN may submit other companies to be considered by the board for entry into the membership.

Privileges

We help each other when the opportunity arises. Passing referrals and developing joint proposals, members should have the first opportunity to submit an offer to another member for a job opportunity. A MIBN may decide to withdraw their product from consideration at any time. The company is always in control of their marketing and sales effort, as well as their business destiny. Common sense should prevail.

Liabilities

Liabilities incurred by one member shall not pass to any of the MIBN members. Members are responsible for their products, services, support, and billing. If one member is acting as the general contractor, all responsibilities and liabilities shall be clearly stated in a document supporting that specific proposal or sale.

Current Board of Directors

- | | |
|-------------------|--|
| 1. Andreas John | ajohn@nspiremagazine.com |
| 2. James Costello | jamescostello@umpquabank.com |
| 3. Jeff Doty | jdoty@windermere.com |
| 4. Nathan Thurman | wallacewealth@gmail.com |
| 5. Marvin Sears | msears@paynewest.com |



Men in Business (MIB) Network Membership Application

Name Title

Business Name Business Category

Business Address City State Zip

Mailing Address (if different from above) City State Zip

Business Phone Cell Phone Fax

Email Preferred Method of Contact (please check one)
 Business Cell Email

Describe your Service/Product: (be specific)

What sets you apart from your competition?

What are your expectations of being a part of the MIB network?

Referring Men In Business Member:

Name: _____ Business: _____

As a member of the Men in Business Network, I agree to:

- Adhere to Membership Terms & Conditions (see attached)
- Help the network maintain the positive, friendly environment necessary for all members to learn and grow.

SIGNATURE: _____ DATE: _____

Please fax completed application to Andreas John at 208-765-0769. You may also reach Andreas at 208-930-0114 or ajohn@nspiremagazine.com. The Board of Directors will process this application and ensure there is no duplication of categories. You will be notified within 7 business days.

