

Sell What People Are Buying- June 2016

CHAPTER MEETING AGENDA

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| <div>BEFORE</div> <div>1 to 2 weeks before</div> <div>20 minutes before</div> | <p><u>1 to 2 weeks before:</u></p> <ol style="list-style-type: none">1. Remind members (text, email, social media) of the place and time of the meeting.2. Print copies of the <i>Small Group Outline</i> below (to be given to each group leader at the meeting). <p><u>20 minutes before:</u></p> <ol style="list-style-type: none">1. Arrange chairs to promote interaction in small groups.2. Ask people in advance to offer prayers, conduct hymn, and be a timekeeper. |
| <div>BEGIN</div> <div>Welcome Introductions Announcements Hymn Prayer</div> | <p>(10 min)</p> <ul style="list-style-type: none">• Welcome all to the meeting. Ask new members to introduce themselves.• Announcements:• Hymn:• Prayer: |
| <div>SUPPORT</div> <div>Celebrations Follow-up Review Networking Visits</div> | <p>(10 min)</p> <ul style="list-style-type: none">• <u>Review</u> last month's meeting by asking members what they learned from "Start small, think big."• <u>Ask</u> members to report their progress on using these principles. Mention your own progress.• <u>Celebrate</u> their progress with applause. |
| <div>TRAINING</div> <div>Introduction Case Studies Questions Group Work Reports Commitment</div> | <p>(15 min) INTRODUCE</p> <ul style="list-style-type: none">• <u>Present</u> this month's topic: "Sell What People Are Buying"• <u>State</u> the objective (see the <i>Small Group Outline</i>) and write it on the board or a large piece of paper. <p>(15 min) CASE STUDIES</p> <ul style="list-style-type: none">• <u>Explain</u> to members that they will see two videos that you hope that most of them have previously seen. This time as they watch the videos, ask them to look specifically for ways to find out what customers will buy.• <u>Show</u> the following two videos "Business in a Stick" and "Talking to Customers."• <u>Ask</u> the following questions:<ul style="list-style-type: none">○ What are ways to find out what customers will buy that you saw in the videos?○ What are other ways you can find out what customers will buy?○ What experiences have you had doing this? <p>(30 min) GROUP WORK</p> <ul style="list-style-type: none">• <u>Divide</u> members into groups of three or four. Assign a group leader for each group. Give each group leader a copy of the <i>Small Group Outline</i>.• <u>Have</u> the groups do Task 1 and Task 2. <p>(15min) REPORTS</p> <p><u>Re-assemble</u> and ask members to share what they learned about finding out what customers will buy.</p> <p>(10 min) COMMITMENT</p> <p><u>Give</u> members time to individually ponder and write down a plan of how they will talk to people and observe the market to find out what people are buying. Invite them to share their plans with their group. This is the time when members give support and ideas to make their plans more successful. Invite one member from each group to share with the chapter his/her plan.</p> |
| <div>CLOSE</div> <div>Announce next meeting Offer thanks</div> | <p>(5 min)</p> <ul style="list-style-type: none">• Announce the next meeting is on "Make it Easy to Buy." Indicate the time and place.• Close with an inspirational story or scripture related to the topic.• Close with Prayer |