

Start Small, Think Big- May 2016

CHAPTER MEETING AGENDA

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BEFORE	<p><u>1-2 Weeks before the meeting:</u></p> <ul style="list-style-type: none"> • Remind members (text, email, social media) of the place and time of the meeting. • Print copies of the SMALL GROUP OUTLINE to be given to each group leader at the meeting. <p><u>15-20 minutes before the meeting:</u></p> <ul style="list-style-type: none"> • Arrange chairs to promote interaction in small groups. • Ask people in advance to offer prayers, conduct hymn, and be a timekeeper.
<p>BEGIN</p> <p>Welcome Introductions Announcements Hymn Prayer</p>	<p>(10 min)</p> <ul style="list-style-type: none"> • Welcome all to the meeting. Ask new members to introduce themselves. • Hymn: • Prayer: • Additional announcements:
<p>SUPPORT</p> <p>Celebrations Follow-up Review Networking Visits</p>	<p>(15 min)</p> <p>Review <u>last month's</u> meeting on "Close the Sale."</p> <p>Celebrate with applause the members progress in using these principles. Mention your own progress.</p>
<p>TRAINING</p> <p>Introduction Case Studies Group Work Questions Reports Commitment Mentoring</p>	<p>(5 min) INTRODUCTION Present this month's topic: "Start Small, Think Big"</p> <ul style="list-style-type: none"> • State the objective and write it on the board or on a large piece of paper. <div data-bbox="386 989 1252 1052" style="border: 1px solid black; padding: 5px; margin: 10px 0;"> <p>Objective: Help members learn how to "Start small, think big, and grow gradually."</p> </div> <p>(10 min) CASE EXAMPLE</p> <ul style="list-style-type: none"> • Invite the members to look for the advantages of "Starting Small and Thinking Big" as they watch the video. • Then show the video: https://www.youtube.com/watch?v=IvR14O0d7AM <p>After watching the video, ask the following questions:</p> <ul style="list-style-type: none"> • What are some advantages of starting small, yet thinking big? • What lessons did you learn from Harley-Davidson about the principle of starting small yet thinking big? <p>(25 min) GROUP WORK 1st Task. Have members get in their support groups and designate a group leader for each group. Have the groups do the 1st Task. This task is the following:</p> <ul style="list-style-type: none"> • Read the three quotes and look for the answers to the questions that precede the quotes. • Summarize in one sentence the answer to each question. <p>2nd Task. After the groups finish the 1st Task have them do the 2nd Task. Then have them come together as an entire group and share their arguments for Mark to expand or not expand.</p> <p>(10 min) COMMITMENT Give the members time to individually ponder and write down a plan of how they will start their business small, think big and grow gradually. As they make their plan, ask them to remember the answer to the three question from the 1st group task.</p> <p>(5 min) MENTORING Invite members to share their plans with their group. This is the time when members give support and ideas to make the plans more successful. Then invite one member from each group to share with the chapter his/her plan.</p>
<p>CLOSE</p> <p>Announce next meeting</p>	<p>(5 min) CLOSE</p> <ul style="list-style-type: none"> • Remind chapter members to follow-up with their mentor partner and plans each week. • Announce the next meeting is on "Sell What People Are Buying." Indicate the time and place. • Close with an inspirational story or scripture related to the topic.