



## **SDN NEW MEMBER INTRODUCTORY SPEAKER**

As a new member of SDN we'd all like to become better acquainted with you and your business. Please prepare a 10 minute (or less), introductory speech and provide the group with more information about your business services or products. (You are welcome to simply read from this sheet if you are more comfortable with that.)

If you need any further assistance with it, please contact someone in the group for ideas. Speakers are expected to provide a SPEAKER GIFT for a drawing at the end of the meeting. (The gift can be anything valued for at least \$25. Gift certificates to other member services or products are often given as the Speaker Gift.)

The following are just some ideas if you need any guidelines.

Give a little history on how you came to your current profession or position.

Explain your products or services.

Tell us what types of referrals are good for your business and why.

Tell us who your top five customers are and why.

Tell us what new client markets you would like to target and why.

Tell humorous stories about your business.

Tell us how you feel you will benefit our existing members and how you will benefit from our group.

Just relax and enjoy yourself. We're all at different levels of public speaking and many in our group have really benefited from this friendly group and are now able to speak more comfortably!

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