



Welcome to the

**INDUSTRIAL
NETWORK
GROUP**



We are excited for you to be part of the Industrial Network Group!

I personally want to thank you for joining the Industrial Network Group (ING), and am committed to making sure your time and monetary investment in the ING is worth it! Each ING chapter is unique and led by Coordinators who are committed to your success.

The ING was created for 3 specific reasons:

- 1) To increase business opportunities by connecting industrial suppliers with buyers
- 2) To position you and your company as a resource for local businesses through a vetted network of industry experts
- 3) To strengthen your sales skills and industry expertise through collaboration, coaching and online tools.

I would like to encourage you to do these 3 things during your first month of joining the ING.

- 1) Make sure you speak with your Coordinators. Let them know you want to be a valuable member and ask for ways that you could help support your ING Chapter.
- 2) Visit the website, IndustrialNetworkGroup.com. Click on the Chapters tab at the top of the page and scroll down to find your chapter. Get familiar with your chapter page and with information on your chapter's schedule, other members, and your Coordinator.
- 3) Schedule an informational call with Andrea or Paul to learn more.

Thank you again and if you ever have any questions, please email me: Andrea@IndustrialNetworkGroup.com.

www.IndustrialNetworkGroup.com

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Chapter Engagement

Nuts & Bolts Meetings:

Chapter Members contribute to the exchange of information during deliberate business development meetings known as Nuts & Bolts. In addition, ING will provide market research and leads to contribute to meeting content and enhance new business conversations. These meetings include a combination of in-person and virtual settings.

Fuel Events:

These events will be sporadic throughout the year and could include social networking events, manufacturing expos, keynote speakers, awards galas, etc. With the help of chapter input, ING will help organize these events with the goal to provide a valuable networking opportunity for our members and guests.

Member to Member Coffee Meetings

Members are encouraged to meet one-on-one with co-members to learn more about each other's company, services and ways they can assist each other in the industrial market.

CORPORATE STAFF



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