



PVCC Member Success Plan

Get the most out of your membership

Week 1 – To Do's

- Received an invite to create my user ID & Password via email or created my ID via the chamber website.
- Received my new member welcome email from the Membership Manager.
- Fully completed my business profile by logging into the member's website portal.
- Had my membership induction meeting with the Membership Manager.
- Been assigned a Chamber 'Buddy' to offer me support and have had first contact with them.
- I have received the PVCC member logo for promotional use in my business

Week 2 – To Do's

- Registered for my first Business Breakfast, Business Lunch or Chamber Connect event.
- I have joined the Penrith Valley Chamber of Commerce Private Members Facebook Group and am looking to educate and contribute on this platform.

Week 3 – To Do's

- I have filled in the Business Profile Questionnaire and sent it to the Membership Manager as part of my welcome profile on Facebook.
- Reviewed the PVCC Website and understand the key member benefits listed as part of my membership

Week 4 – To Do's

- I am going to book at least one event stream into my calendar regularly.
- I am in regular contact with my Chamber 'Buddy' for continued support
- I have booked my free diagnostic session with Western Sydney Business Centre



Month 1 to 2 –Engagement

- I have attended a Business Breakfast, Business Lunch or Chamber Connect event
- Prior to attending these events I review the connector list sent prior to the event, so I can connect with potential strategic members.
- I have used the 'Connectors' at these events to help me connect with these potential strategic connections and network in general.
- Once connecting with key people at events I am looking to at least have 1 discovery meeting with one of those connections in the week or so after the event.
- I have utilised my free event tickets
- I have fully completed my member profile on the PVCC website.

Months 3 to 6 – Building Relationships

- I regularly attend at least one event each month and it's booked in my calendar.
- I am reviewing the connector list prior to each event I book in for to connect strategically & network in general.
- I am regularly using the connectors at events to connect strategically and network in general to develop long term business relationships.
- I am regularly looking to book at least 1 discovery meeting with one of those key event connections in the week or so after the event.
- I have booked in and attended the other chamber workshops that are of value to me.
- I speak with my 'Buddy' regularly prior to events or at other times to discuss ways to make connections with other members.
- I am looking to utilise the 'Member Only Benefits' or 'Member Only Deals'
- If needed, I will contact the Membership Manager to discuss the best approach to utilise these benefits.

Months 6 to 12 – Building Relationships

- I regularly book into events each month and review the connectors list prior to the events.
- At events, I regularly utilise the connectors to help me strategically meet new contacts.
- I take the time to arrange discovery meetings with at least 1 new connection after the Chamber event.
- The above activities are a regular part of my membership and are in my calendar.
- I have taken advantage of the one-off advertising opportunity by placing flyers on tables at one of the PVCC events (available to Gold and Platinum members).



Months 6 to 12 – Building Relationships (continued)

- I have contributed an article to the PVCC Newsletter (available to Gold and Platinum members).
- I am contributing content and interacting with members on the Facebook group.
- I have used Member Discounts and or Job Postings to promote my business to members.
- I have reviewed the alternative memberships to ensure I am ready to move to the next membership level to receive more value from the Chamber.

12+ Months – Moving Forward

- I regularly book into events each month and review the connectors list prior to the events.
- At events, I regularly utilise the connectors to help me strategically meet new contacts.
- I take the time to arrange discovery meetings with at least 1 new connection after the chamber event.
- The above activities are a regular part of my membership and are in my calendar.
- I have provided a gift for the card draw at an PVCC event (\$100 minimum value + other guidelines apply).
- I am advertising on the PVCC Website
- I am up to date on the advocacy news and have approached the Membership Manager with any issues that are important to me and our business community
- I have attended a number of PVCC major events on top of my standard event attendance.
- I have identified potential referral partners at PVCC and am regularly meeting & exploring business opportunities with them.
- I am possibly looking to provide a member presentation should the opportunity exist and is a fit for my business.
- I am possibly planning to host a Business Breakfast, Lunch or a Chamber Connect Event in the next 12 months, I may do this solo or with other member businesses.
- I am possibly looking at becoming a Sponsor for an coming event or for the upcoming year ahead, if the opportunity exists and is a fit for my business.

