

# REGISTRATION FORM

\*registration forms are accepted on a first come, first served basis

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

E-mail: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Profession: \_\_\_\_\_

Primary Business Focus:

\_\_\_\_\_

Secondary Business Focus:

\_\_\_\_\_

(Example: For a realtor, put residential or commercial)

**Please circle your preference of group:**

A: Meets 1st and 3rd Tuesday mornings of each month, 7:30-9am

B: Meets 2nd and 4th Thursday afternoons of each month, 12-1:30pm

**Please mail or drop off to Chamber at 621 S. 8th Street, Sheboygan, WI 53081 or fax 920-457-6269**



**Build Meaningful Relationships for You & Your Business**

Could your business benefit from effective networking?

Are you looking to develop stronger business relationships?

Have you attended events with the hope of sharing information about your business but left with a stack of business cards and uncertainty about what to do next?

Well, then the newest offering from the Sheboygan County Chamber of Commerce is designed for you!

## Referrals

In response to a survey of Chamber members that indicated a greater interest in and focus on networking, a new endeavor called Deep Dive 1.5 is being launched. It is completely focused on building quality relationships with a dedicated group of other Chamber members with an emphasis on results-based networking.

Unlike Business After Hours and many other Chamber events, this is structured networking that offers each member the opportunity to present greater detail about their business in order to develop stronger, more meaningful business relationships. This results in referrals since people want to do business with people they know, like, and trust.



# Deep Dive

## 1.5

### *The 1.5 Has Lots of Meanings*






While 1.0 typically signifies the start of something, this group takes networking to the next level, so 1.5 signifies those deeper connections. Each meeting is 1.5 hours in length and we project that groups will rotate members every 1.5 years to assure you and your business have an expanding base of “virtual” salespeople. Meetings will take place every two weeks.



If you are not a member, please call Bill at 920-457-9491 or e-mail him at [marklein@sheboygan.org](mailto:marklein@sheboygan.org) for registration assistance.

### *Become a Diver*

As with any quality organization, there will be some requirements to join a Deep Dive 1.5 group. These include:

-  Must be a Sheboygan County Chamber of Commerce member
-  Direct competitor companies will join different groups (the target is to start with two groups)
-  May have a similar occupation represented, i.e. multiple realtors may be in a group but one would concentrate on commercial and one residential real estate
-  No mandatory requirements for referrals, but keep in mind you get what you give and participation is the key to success for every member of the group
-  Other than the cost of meals, there will **not** be a fee to join



### *The Dive Experience*



A **Group Dive** will launch each meeting. This is when members connect informally in small groups during a meal, since we know food brings out the best in people. Then it's on to **Solo Dive** time, when each member provides a brief overview of their business.

This is followed by a **Deep Dive** from one member who offers in-depth details of their business. **Air-time** is when success stories are shared, current news and events are announced, and referrals are exchanged. The meeting ends with **Bubbles** - a time to wrap up, share any final news, and next meeting details.