



# QUICK START

## Getting More from Your SCBP Membership

Your business just joined or recently renewed its SCBP membership. You now have a valuable resource to assist you with your business' growth and prosperity. Your next step is to determine the best way to take advantage of your membership. Here are some suggestions:

1. **Get Connected – You *and Your Employees*:** In order to optimize your business' potential to utilize all of the member services, provide us with the names of your colleagues, including titles, and email addresses so that they too can understand the value of the membership. Connect with us on social media, especially our Facebook page to stay abreast of what's happening and so that we can help to promote your business.
2. **Be Ready with Your Thirty Second “Commercial:”** Have a concise description of who you are and what you do when you introduce yourself or are asked what you do.
3. **Attend a “Maximizing Your Membership” Session:** Offered monthly at the SCBP offices, these one- hour sessions will show you how to use the SCBP as your “go-to” organization and to learn about new or enhanced products and services.
4. **Make the SCBP an Extension of Your Business:** Are you looking for information about new businesses entering the community or legislation that may affect your business? The SCBP should be the first call you make when you have a question about your business or the business community. Do business with other SCBP members!
5. **Engage Regularly:** People like to do business with people they know, see and trust. Take advantage of the many relationship-building opportunities.
6. **Get to Know the SCBP Staff:** These individuals meet with more business professionals than most people any given day. Knowledge of who you are and what your business provides can make you an easy referral for them.
7. **Use the Online Member Directory** as your resource for possible vendors and customers. Find your business at <http://web.scbp.org/search> and make sure all the information is accurate, including contact information and business category so that members and non-members can find your business.

**These basic steps will make your membership in the SCBP one that can provide you a strong return on your investment.**