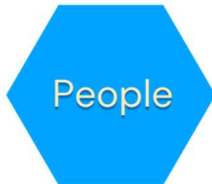




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| Group Leader | |
| Accountability | |



Module 1 Instructions:

Module 1 is designed to be completed within a month, but the timeframe may vary depending on the growth of your Hub. It's recommended to continue working through Module 1 until your Hub has at least eight Links (members). In Module 1 we work on People, Profit, and Progress together, no need to break off into groups.

Module 1 leadership team:

1. When you arrived you received a card, if there's a star in the corner then, Congratulations! You have been selected as the group leader for this month. As the leader, your role is to keep the group focused and on track to complete the module within the designated timeframe. The group lead will keep track of the group's progress over the next three weeks and present a summary of accomplishments at the module recap in week four.
2. Who received the card with a triangle in the upper right corner? Congratulations on being appointed as the group's accountability lead! Your role is to keep the group motivated and focused on achieving our collective goals. You will be responsible for reaching out to members and providing support and encouragement throughout the next 3 weeks.

People Table Instructions:

- This month, at the People Table, we'll be delving into personal connections and motivations. Let's share our backgrounds, interests, and what inspires us to succeed.



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Welcome to the People Table. At Missing Link Network, we firmly believe that building interpersonal relationships is crucial for mutual growth. By truly getting to know each other, both personally and professionally, we can better refer each other business. Allocate 5 minutes.

1. Discussion Topic:

○ **Introduce yourself:**

1. Share your background
2. Interests
3. What motivates you?

2. **Set a Goal:** Set up a BAM (Business Alignment Meeting) with someone from your Hub. Good locations for BAM's are coffee shops, at the Links office, or any location that is convenient for both parties.

Accountability:

- **Partner Up:** Choose someone, a time and place to have a BAM.

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Profit Table Instructions:

- This month, at the Profit Table, we'll be exploring each other's businesses and identifying industries that can directly benefit our companies. Let's share insights, discuss potential partnerships, and discover opportunities for mutual growth.



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Welcome to the Profit Table. Missing Link Network is here to help your business grow through building relationships and helping each other with business challenges and celebrating wins.

As a group, discuss the following and execute for each other over the next week. Allocate 5 minutes.

Group Activity

- 1. Introduce Business:**
 - a. **What does your company specialize in**
 - b. **What industries directly benefit your business**
- 2. Set a Goal:**
 - a. **Contact a representative from an industry that directly benefits you:** Call and invite a representative to an upcoming Hub meeting.
 - i. **Networking Tip!** This is an excellent opportunity to reach out to a company that you've wanted to connect with.
- 3. Accountability:**
 - a. **Partner Up:** Choose an accountability partner from your group and check in with each other a few times throughout the week for updates on your goal.

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| Accountability Partner: |
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Progress Table Instructions:

This month, the Progress Table will prioritize building and strengthening our Hub. As the cornerstone of our success, the Progress Table should dedicate most of its meeting time to identifying industries that can contribute to our growth. Links are encouraged to invite representatives from their personal networks to join our Hub. When considering potential industries, focus on businesses that you already have connections with and those that can directly benefit your company



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Welcome to the Progress Table. At Missing Link Network, we believe that our success is your success. By contributing to the growth of MLN, you not only help others in your Hub expand their referral network but also benefit yourself by earning affiliate income directly from Missing Link Network. Allocate most of your meeting to Progress.

Group Activity:

1. Grow the Hub:

- a. **Identify Industries to Invite:** Share the industries that can directly contribute to your business's growth and success. Consider the complementary services or products that could enhance your offerings.
 - i. **Tap into Your Sphere of Influence:** From the identified industries, reach out to individuals within your professional network and invite representatives from those industries to join our Hub. Leverage your existing relationships to foster new connections and expand our membership.
- b. **Identify Core Industries:** Core industries are businesses that can significantly benefit from joining our Hub. Examples include real estate agents, insurance providers, mortgage lenders, merchant services, and tradespeople (such as contractors, handymen, and plumbers). Consider industries that complement your own business or offer services that are in high demand among our members.
 - i. **Invite Core Industries:** Invite representatives from core industries to come as a guest to our Hub.

2. Set a Goal

- a. **Connect:** Pick up the phone and invite a representative from an industry that will help grow your Hub and your business.

2. Accountability:

- a. **Choose a Partner:** Team up with a link from your Hub to keep you on task with your goal.

Links:

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