

WIN-Networking, Inc.

Prospective Member Policy - "Some Business Category Restrictions May Apply"

WIN-Networking welcomes visitors in any business category to attend meetings, even if there is already an existing member who shares the same business category. Upon application by a prospective member, WIN may consider a prospective member's business category as part of the vetting process in deciding whether to approve membership to a particular chapter. WIN is not an "exclusive" membership organization (where there is only one professional in a business category per chapter), nor is WIN "open" (where any prospective member in any business category may join). WIN may restrict membership in business categories to promote diversity by profession in each WIN chapter.

WIN values diversity in its members, and believes that "Diversity by Profession" is a positive model for the successful growth of our WIN chapters. An unbalanced representation within certain business categories is not ideal, nor is limiting choice to one professional for each business category. WIN strives to balance these competing concerns.

Each chapter leader, along with WIN corporate, uses the following considerations in deciding whether to approve membership when there is already an existing member within the same or similar business category as a prospective member:

WIN encourages those in a common profession to come up with ways to develop strategic partnerships, share business opportunities, cross-refer & collaborate with each other, which is a core principle of WIN.

Two or more members in the same profession may not directly compete with one as because they serve different clients based on size, industry and geography.

Members may offer services within multiple business categories, and we don't want to artificially restrict a member from promoting a certain aspect of their business because it's not their "primary" business category.

Certain business categories are very broad in scope, and members may not offer all the services defined within that business category.

Each person is different & unique, and it's wise to have two or three qualified/vetted members in a similar profession to refer, to ensure a good fit and eliminate potential conflict of interests.

A prospective member may offer desired leadership skills or other unique skillsets to the WIN chapter, which benefits WIN overall.

WIN seeks the opinion of the existing member/s in the same or similar business category about the prospective member and may meet with the existing member/s and applicant.

The final decision to approve a prospective member is up to the mutual decision of the chapter leader and WIN corporate.

WIN-Networking prohibits discrimination of any visitor or prospective member due to race, color, national or ethnic origin, age, religion, disability, sex, sexual orientation, gender identity and expression, veteran status or any other [characteristic](#) protected under applicable federal or state law.

