



## Leads Group FAQs

**1. Do I have to be a member of GFW Inc. to participate in a Leads Group?**

Yes. GFW Inc. Leads Groups are open to active GFW Inc. member companies ONLY. If your company is not a member of GFW Inc. and you would like to visit a group, please submit a Leads Group application [online](#).

**2. Do I have to submit a Leads Group application to visit a group?**

Applying first is recommended but not required. It saves you a step once you are ready to join any group!

**3. How many times can I visit a group?**

Individuals are permitted to visit a maximum of TWO (2) separate meetings per group, limited to two groups per calendar year before a vote is required for official membership in that group.

**4. How much does it cost?**

Fees for this program are \$50 per person, per group for each year of participation.

**5. Is there an attendance requirement?**

Yes, members are expected attendance average of 75% attendance of meetings across a year.

**6. How do I know when a group meets or if there is availability for my industry?**

Only one participant per industry is permitted in each group to prevent business competition (e.g., you can have two realtors, one commercial and one residential; just not two of the same). Rosters for each group are available [here](#) and are updated monthly.

**7. Can I be in more than one Leads Group?**

Yes, an individual may be in a maximum of TWO (2) groups, but a company can have one individual in all active Leads Groups. Each individual must apply separately and pay their separate fees for each group.

**8. What if there is not space in any of the groups for me to join? can I start my own Leads Group?**

Individuals who would like to start their own Leads Group must submit a letter of intent to the office coordinator at [info@gfwinc.com](mailto:info@gfwinc.com)