



**GREATER  
FORT WAYNE INC.**  
METRO CHAMBER ALLIANCE

## Leads Group FAQs

### **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](#).

### **DO I HAVE TO SUBMIT A LEADS GROUP APPLICATION TO VISIT A GROUP?**

Yes. This saves you a step once you are ready to join any group!

### **HOW MANY TIMES CAN I VISIT A GROUP?**

Individuals are permitted to visit a maximum of TWO (2) separate meetings between all active Leads Groups with an opening for their specialty/category in the calendar year (January to December) before a vote is required for official membership in that group.

### **HOW MUCH DOES IT COST?**

Fees for this program are \$60 for your first year in a Leads Group and \$35 for each additional year of participation.

### **IS THERE AN ATTENDANCE REQUIREMENT?**

Yes, this is up to the discretion of the Leads Group chair; however, it is expected that all participants maintain at least 75-80% attendance in order to maintain their status in the group.

### **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.

### **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.

### **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 director of investor engagement at [aeady@gfwinc.com](mailto:aeady@gfwinc.com).