

# EIGHT IN FIVE

The most successful members are typically in the most balanced chapters. Did you know that if we could build chapters with 8 members in each of the 5 categories, chapters would have 40 thriving members? 50-60% of your referrals come from people in your contact sphere.



CONTACT SPHERE

CORE CATEGORIES

CORE SUB CATEGORIES

ADDITIONAL CATEGORIES



**MY MONEY**

**FINANCIAL SERVICES**

FINANCIAL ADVISOR
PERSONAL BANKER
CPA
BOOKKEEPER

LIFE / LONG TERM / DISABILITY
PAYROLL SERVICES
COMMERCIAL BANKER
HEALTH INSURANCE

ESTATE PLANNING ATTORNEY
FAMILY LAW ATTORNEY
PERSONAL INJURY ATTORNEY
SUPPLEMENTAL INSURANCE



**MY HOME**

**HOME SERVICES**

RESIDENTIAL REALTOR
MORTGAGE BROKER
P & C INSURANCE
GENERAL CONTRACTOR

ELECTRICIAN
PROPERTY MANAGER
LANDSCAPER
SOLAR SERVICES

HANDYMAN
HVAC
PLUMBER
PAINTER



**MY BIZ**

**BUSINESS SERVICES**

COMPUTER SVC & IT
AUTOMOTIVE SERVICE
BUSINESS INSURANCE
BUSINESS COACH

PRINTING
BANKER
BUSINESS ATTORNEY
COMMERCIAL JANITORIAL

MARKETING SERVICES
PRINT ADVERTISING
COMMERCIAL REALTOR
WEB DEVELOPMENT



**MY FUN**

**EVENT SERVICES**

PHOTOGRAPHER
HAIR STYLIST
FLORIST
VIDEOGRAPHER

PARTY SUPPLY RENTALS
CATERER
BAKER
TRAVEL AGENT

GROOMER
DOG TRAINER
EVENT PLANNER
PET PRODUCTS



**ME MYSELF & I**

**HEALTH & WELLNESS**

CHIROPRACTOR
NUTRITION PRODUCTS
ESSENTIAL OILS
SKIN CARE

MANICURIST
NUTRITIONIST
MASSAGE THERAPIST
PERSONAL TRAINER

HAIR STYLIST
LIFE COACH
COUNSELOR
ACUPUNCTURIST