



Old Town Alexandria  
**Connections**

## Information Sheet

[www.OTACNetworking.com](http://www.OTACNetworking.com)

## Mission & Purpose

Old Town Alexandria Connections (OTAC) is the premiere business and networking resource for businesses providing services or products in the Alexandria region. OTAC generates reliable leads and referrals among its Members in a collegial atmosphere, to increase business opportunities and revenue, while providing an educational forum to increase business knowledge. Luncheon meetings are held at Belle Haven Country Club between 12:00 and 1:30 on the 2<sup>nd</sup> and 4<sup>th</sup> Wednesdays<sup>1</sup>.

<sup>1</sup> Only on the second Wednesday during November and December.

## Membership Qualifications

Only one Member per industry type (Core Service<sup>2</sup>) is admitted into OTAC, except for the conditions listed below under “Membership Continuation” and “Competitor Members.” Prospective Members must (1) have substantial contacts in terms of clients, prospects, networking, and other business connections which benefit the general membership, (2) represent a single discipline as its “Core Service,” (3) be committed to maximum attendance and volunteering for OTAC projects, and (4) attend two consecutive meetings before a vote on membership can be conducted.

<sup>2</sup> Member’s principal occupation/source of income, which may not include multiple disciplines.

## Membership Continuation

Qualifications for continuing membership are based on (1) maintaining maximum Member attendance and optimal opportunities for referrals, (2) being current with dues, and (3) volunteering for certain responsibilities to support OTAC's mission.

*Membership is subject to termination if:*

- You, or your authorized company alternate, miss 4 consecutive, unexcused meetings.
- Membership dues is unpaid.

*Membership continuation is subject to a competitor having the same Core Service being invited to join OTAC if:*

- You, or your authorized company alternate, miss a total of 6 meetings in any calendar year.

## Competitor Members

If an OTAC candidate is interested in Membership and there is (are) an existing Member(s) having the same Core Service, the candidate can be invited to join ONLY IF the existing member(s) gives (give) his or her (their unanimous) consent, without which membership cannot be extended.



## Application for Membership

Name: \_\_\_\_\_ Title: \_\_\_\_\_ Date Submitted: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Telephone - primary: \_\_\_\_\_

Telephone - secondary: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

Core Service\*: \_\_\_\_\_

Compatible Industries (with which you exchange referrals): \_\_\_\_\_

\* A Member must represent a single discipline as its "Core Service," which must serve as the Member's principal occupation or source of income and may not include multiple disciplines – see **eligibility criteria below**.

Referred by: \_\_\_\_\_ / \_\_\_\_\_  
(name) (organization)

**Annual Membership Fee - \$75**  
[\$40 if joining between July 1 and December 31]

<b>Approved by:</b> Membership Group <input type="checkbox"/> Yes <input type="checkbox"/> No Date _____ Membership Effective Date _____	<b>Membership Dues</b> <input type="checkbox"/> Owed <input type="checkbox"/> Paid Date _____ Check # _____
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### OTAC Membership Eligibility Criteria

A Member should (i) have substantial contacts in terms of clients, prospects, networking, and other business connections that would benefit the general membership [For example, a residential Realtor's™ customers typically are individuals, but the Realtor™ also has contacts with contractors, banks, and other businesses, so referrals can be made to Members servicing either individuals or businesses], and (ii) **represent a single discipline as its "Core Service,"** which must serve as the Member's principal occupation/source of income and may not include multiple disciplines. Members must be in compliance with the following:

- The business is full-time for the Member representative.
- Standard MLMs (multi-level marketing, such as Mary Kay, health products) are not candidates, with those rare exceptions granted on a case-by-case basis.
- Members providing multiple disciplines or categories of service, e.g., law, real estate, banking & finance, are allowed to represent only their mutually agreed Core Service, in order to maximize the potential for attracting new Members representing the other disciplines or categories of service.
- The Core Service restriction also pertains to Members acting as "brokers" (or other comparable sources) of multiple disciplines or categories of service, meaning that those broker-Members are required to select and represent only a single Core Service.