



WRS Exclusive Chapter FAQ

General Questions about WRS Exclusive Chapters

1. Do I pay extra dues for the Exclusive Chapter?
There are no "extra dues" to belong to any Chapter, only the annual membership paid to WRS. Membership can be extended when you are bringing in new members or participate in the WRS MIP program. (Example – for every new approved member you receive a 4 month extension on your membership.)
2. How frequently will WRS start a new Chapter?
As soon as there are 15 members in different categories in a location WRS will start a new Chapter. Additionally, if there is not a Chapter in the area, one may be requested by members.
3. Will the meeting be a breakfast, lunch or dinner?
The ultimate goal of WRS is to have at least one of each in each area in addition to a Traditional Chapter meeting.
4. How long is the meeting?
The Exclusive Chapter meeting is 2 hours.
5. How often do Exclusive Chapters meet?
Exclusive Chapters meet once a month.
6. What happens at each meeting?
During an Exclusive Chapter meeting the members sit in a conference setting or tables of 6-8 depending on the venue and the total attendance.
 - i) The meeting will include several different networking exercises including (but not limited to) table topics and Round Robin.
 - ii) It is suggested that the business of the Chapter (any voting, etc.) is handled outside of the meeting time (example: by email) to allow for maximum networking by the Chapter members.
7. Why do I have to be an approved member of WRS? What services or benefits does my membership provide?
WRS provides the training, marketing, administrative and membership support for all Chapters as well as being the only Networking Organization that passes profits back to you in the form of MIP credit (dues extensions and monies toward other WRS services and events).

Categories

1. Will I be the only member in the Exclusive Chapter in my category?
There will be only one member per category and all categories are approved through the WRS Central Office.
2. Which categories are available in my proposed Chapter?
Contact the WRS Central Office at 818-995-6646 to find the available categories in any Exclusive Chapter.

3. How specific are the categories?
 Many Traditional Categories are broken down in order to encourage focus and to grow each chapter.
- iii) Examples for the Exclusive Chapters Categories are;
- (1) Business that promote products AND a business opportunity will be separate
 - (a) Home Care Products
 - (b) Skin Care Products
 - (c) Business Opportunity
 - (2) If you are a Financial Planner: The category of "Financial Planner" only applies to someone who offers no products for sale. If there is any product it narrows down to choosing –
 - (a) F.P. – Stocks/Bonds/Mutual Funds
 - (b) F.P. – Insurance P & C
 - (c) F.P. – Insurance LTC
 - (d) F.P. – Insurance LHD
 - (e) F.P. – Financial Planner/Advisor – fee only no product
4. How many businesses may I promote at my Exclusive Chapter meeting?
 If you have multiple businesses – you may only promote the one that fits with your approved category at the Exclusive meeting. However, you may attend Traditional meetings and promote any and all services you offer or businesses you own.
5. Can I change the business / category I promote while I belong to an Exclusive Chapter?
 Yes, you may change the category you have been assigned and that you exclusively promote **upon written approval from WRS providing the category is available and open for assignment**. For example, if you change your business altogether or if you want to promote a different part of your business instead of the one you originally requested on your Exclusive Chapter Agreement.

Assignment Procedures

1. What are the prerequisites to be assigned to a WRS Exclusive Chapter?
 To be assigned to an Exclusive Chapter you must do all of the following:
 - Apply for Membership to WRS by filling out the Membership Application, submitting three (3) references, and ensure that those references are returned to WRS.
 - Attend in person or complete via the Self-Study program the "Networking in WRS Seminar" that comes with your membership
 - Fill out and fax back Form EC-2, the Exclusive Chapter Agreement form.
2. How many Exclusive Chapters may I belong to or attend at one time?
 You may only belong to as many Exclusive and Exclusive Elite Chapters as you wish provided your category is available.
3. Who decides who attends my Chapter meetings?
 The WRS Anonymous Assignment Committee approves the placement of all Exclusive Chapter members. Members of Exclusive Chapters are encouraged to attend WRS "Traditional" Chapters to meet other members and build relationships. Exclusive Chapter members may invite members whose categories are open to submit an Agreement to the WRS Central office and become a member of their WRS Exclusive Chapter.

4. How am I assigned to an Exclusive Chapter?
Members are assigned based on the date your WRS membership is approved, and the date your WRS Exclusive Chapter Agreement is received.
5. What if my category is already filled in the Chapter located in my geographical area?
If your category is already filled and you would like to be placed on a waiting list to be notified of a vacancy or the formation of a new Chapter, you would submit an EC2 (Exclusive Chapter Agreement) for the Chapter. You may also request assignment in a Chapter that is not in your geographical area.

Ethics and Standards

1. What do I do if I have a problem with another member in my Chapter?
If you cannot resolve the problem directly between you and the other member and you feel it is a breach of ethics, please file your grievance with the WRS Anonymous Ethics Committee via the WRS Central Office. Please do not discuss any issues directly with the member during the WRS Exclusive Chapter Meeting.
2. What do I do if I feel that another member's Exclusive Category conflicts with mine?
While WRS follows a very thorough procedure to insure the Exclusivity of all categories, if you feel that your category might conflict with another member's, please contact the WRS Central office in writing immediately. Please do not approach the member directly, especially not at a WRS Exclusive Chapter meeting.
3. Can I be voted out of the Chapter?
While there are no fines or penalties for not supporting, referring, or doing business with other WRS members in your Chapter, if the members of your Chapter feel you are not being supportive of other members they have the option to vote for your removal.
4. How is the vote handled?
This vote will be handled by secret ballot requiring a 2/3 majority to pass. The WRS Anonymous Committee facilitates this process before or after a meeting by email.

Meeting Attendance

1. How many members will be attending the Exclusive Chapter meeting?
Based on a variety of factors, each Exclusive Chapter will have a goal of approximately 30 members (or more, if space allows) and 5 visitors who will be attending the meeting each month.
2. As a WRS member, how many times may I visit different Exclusive Chapters?
As with all WRS meetings, you may attend one Exclusive Chapter meeting as a visitor as long as the category you represent is not already filled.
3. Can someone attend the meeting in my place?
The Assignment in a WRS Exclusive Chapter is non-transferable, even for only one meeting. No one may attend the meeting in your place.
4. How many meetings do I have to commit to attend?
Because Exclusive Chapters meetings meet only one time per month, to insure the success of the Chapter it is imperative that members attend on a regular basis. Therefore, if you miss more than two meetings per year your placement in the Chapter will be subject to a vote by the other members of your Chapter, unless it was a life-threatening emergency.

5. Why is it so important to attend all of the meetings?
In order to effectively generate ample referrals and since no one can take your place it is important to be present at all of the meetings. If everyone missed 2 or 3 meetings it would make it difficult to hold effective meetings.
6. What if I have to leave early or arrive late?
Arriving late or leaving early counts as one missed meeting.
7. Who tracks my attendance at the meeting?
The Facilitator and Assistant Facilitator track the information from the individual Exclusive Chapter meetings.

Leadership

1. How can I become involved in Leadership at an Exclusive Chapter?
If you wish to become an Exclusive Chapter Facilitator, Assistant Facilitator or Hospitality Chair, please contact the WRS Central office at 818-995-6646 and ask for the Exclusive Chapter Leadership information. Once you have completed the certification process you will be notified by the Leadership Committee of your status.
2. When I become an Exclusive Chapter Leader who decides in what position I will serve?
The Leadership at your Exclusive Chapter will rotate every 6-12 months based on seniority (date placed in the chapter). When it is your turn to serve as a Leader, the WRS Anonymous Selection Committee reviews compatibility to ensure that the members will receive the most from their networking experience and makes all decisions with respect to these positions.
3. How long must I serve if I am accepted as an Exclusive Chapter Leader?
It is requested that you serve a minimum 6-month term if you become a Facilitator, Assistant Facilitator or Hospitality Chair. Upon approval from WRS Central, a WRS Exclusive Chapter leader may serve one additional consecutive term.
4. As an Exclusive Chapter Leader, how are my dues handled?
If you choose to be an Exclusive Chapter Facilitator, Assistant Facilitator, or Hospitality Chair and are accepted by WRS, your membership expiration date will be extended equal to the length of time you serve in the office.

Exclusive Chapter Speakers

1. How are members chosen to speak at an Exclusive Chapter?
To ensure that everyone is given the opportunity to educate other members about their business the speakers for the next month are drawn immediately following the presentation of the current month's speakers and given the opportunity to accept or defer speaking. If they defer their name will be put back into the draw until the next meeting where they will have the opportunity to be drawn again.
2. How many speakers are there at each meeting?
There will be a maximum of 2 speakers each speaking for a maximum of 5 minutes per speaker.

Visitors

1. Can I bring a visitor whose business is in a category that is already filled in my Chapter?
WRS encourages the Chapter members to bring visitors in vacant categories to help your Chapter grow. If you are unsure if a visitor's category is vacant, please contact the Facilitator of your Chapter or the WRS Central.
2. Do visitors have to prepay to attend an Exclusive meeting?
Due to the logistics of the facilities we ask that **everyone** call the WRS Central Office at 818-995-6646 to reserve for the meeting. Exclusive Chapters are not able to accommodate any walk-ins under any circumstances.

Payment Procedures

1. How do I pay for my attendance and placement at the Exclusive Chapter meetings?
All Exclusive Chapter members sign an Exclusive Chapter Agreement and have a credit or debit card on file to prepay for all Chapter meetings.
2. How often do I have to pay for my Exclusive Chapter Placement and Meetings?
Payment is automatically charged to the card you provide WRS once every 3 months. You are charged once you have been placed in a chapter initially. Then you are charged, automatically, the day after the last meeting you have prepaid for.
3. What does this charge include?
This charge is your cost for the next 3 consecutive meetings for the WRS Exclusive Chapter to which you are assigned.
4. Why do meetings have to be prepaid?
Many of the facilities are not able to accommodate walk-ins and as an Exclusive Chapter member you are required to pay for your meeting even if you do not attend. All accounting is done at the WRS Central Office.
5. Can I roll or transfer my reservation if I know I am going to miss one of the 3 meetings?
WRS is required to contract with the Exclusive Chapter locations and submit payment each month for the total number of members assigned to the Chapter. WRS pays for all members assigned to the Chapter regardless of how many members attend a particular meeting. Therefore, you are required to pay for your meeting even if you do not attend.

Leaving a WRS Exclusive Chapter

1. If I lose my assignment in the Exclusive Chapter do I lose my WRS membership?
If your assignment is forfeited in an Exclusive Chapter you may still attend any and all WRS Traditional meetings through your current WRS Membership Term.
2. What procedure do I follow if I choose to withdraw from an Exclusive Chapter?
You provide a 30-day notice to the Central Office either written or email and that you verify that WRS Central has received the information.

If you have any more questions, please call WRS Central at 818-995-6646 and they will see that your questions are answered.