

References (REF) and Completed Transactions (TC)

What is a reference (REF)?

A counted referral (+1) is a serious action that can result or will result in a sale, transaction or commercial exchange. A counted referral is not automatically a sale or a transaction, but regularly a serious business opportunity. This is an action taken for the purpose of providing a business opportunity to a GR member or any individual who will conduct this transaction through GR, our website or our GR social media pages.

The referral figure displayed on a group's page represents the combination of the number of referrals given and transactions completed within the group since it opened. This is a great indicator of group members engagement that helps non-members choosing that group to join or visit.

Example of reference counted:

- I make a transaction with another GR member; (+1)
- I give a serious reference to another GR member; (+1)
- I make an invitation for a member or non-member visitor who registers; (+1 per person registered to visit a group or event)
- I use the services or buy repeatedly from a GR member; (+1 per transaction)
- For example, I visit a GR chiropractor or scouring service of a GR member once a week; (+1 per visit)
- I give a serious referral to a GR member, but the deal is not closed; (+1)
- I am visiting a GR member establishment outside of my meeting, restaurant, hotel, etc.; (+1 per visit and + 1 per person or use)
- I refer a member to join GR by directing him to the right place to join; (+1)
- I participate in a GR event, or I encourage a fundraiser for a GR member; (+1 per visit and + 1 per donation)
- I take part in a conference, convention or training organized by GR. (+1)
- I connect and put in contact my reference (GR member) with the potential client, same thing via social networks or via the sharing button of the profile of the GR member that I wish to refer to the potential client; (+1)
- I take the time to add a serious opinion on Google or on a professional page of a GR member; (+1) Limit yourself to positive reviews otherwise we suggest that you do not add any and communicate with the GR member;
- I made an 1 on 1 with another GR member (+1 for each GR member)

Example of non-counted reference:

- I tell people how GR works. (Appreciated, but not a reference);
- I registered a reference for a guest, but he shows up for the meeting two weeks later. (This has already been counted);

- I do not make an official invitation, or my interlocutor does not confirm his presence and does not register;
- I receive a referral from another member or through GR;
- A non-member gives me a referral or makes a transaction through GR;
- A guest comes from GR;
- I invite a guest during the week by email or in person but she does not register;
- I share another GR member's page or post on social media;
- I mention the name of a GR member on social networks;
- I mention a reference to a GR member and I cannot refer the potential client or it is not serious enough. It is better to wait in this case and ensure the quality of the reference and to be able to provide the client's information;
- I am unable to transmit my client's information at the end of the meeting.

What is a transaction completed (TC)?

A completed transaction (+1) is a commercial exchange completed and concluded. A completed transaction is not automatically a cash sale but could be an exchange contract agreed between the two parties. This also applies to recurring transactions, and you must calculate a TC each time the trade is concluded. If you have an annual contract, well it's a TC for example.

What is Business generated (BG)?

This is the amount of business generated (+\$) by a transaction concluded from a referral of a GR member or GR international. This is the amount received for the contract or commercial exchange. If it is an exchange contract, you calculate the value of the turnover generated. If you enter recurring trades, you must calculate it after each transaction or visit. If you instead receive a commission, you simply need to calculate your commission received. You round the turnover generated to the nearest ten and a minimum of \$10. You don't have to worry about your currency, always enter your amount of business generated with your local currency, our system will do the conversion.

The turnover generated by the group will be displayed on the group page and will correspond to the turnover generated by the members of this group since its creation. Each of the members of the group will be able to add, anonymously, their generated turnover.

For BA (Board of Administration)

Several references are often forgotten, and it is important for your image as a networker to include them correctly. Add the number of references to the right people when registering the "Formstack" meeting form and these will be displayed on your group page. If the references come from GR or member or non-member guests, simply add the total in "other references".

If you have any questions about the registration of the meeting form or wish to offer your comments or suggestions in relation to the references, do not hesitate to do so at the following address admin@grinternational.ca