



**The Cabinet**

*Local Touch – Global Reach*

# Introducing The Cabinet

An Overview to Prospective  
Local Cabinet Members

# What Is the cabinet?

- The Cabinet is an organization founded by independent consultants to help other independent consultants succeed
- The Cabinet strives to build local complementary teams and a global **community** of consultants that work with each other help everyone reach their goals.
- Most importantly, The Cabinet is about building life long relationships with other Cabinet Members that will benefit each member in every aspect of life.

# The Local Cabinet

- The Local Cabinet is a select team of complementary subject matter experts that work together to help each other:
  - Grow their business
  - Improve the value they provide to their customers
  - Achieve their personal goals

# Local Cabinet Meetings

- Organized and facilitated by the Cabinet Chair
- Contents and discussions during the Cabinet Meetings are strictly confidential
- Cabinet Meeting Topics:
  - Personal update
  - Issues, questions, or projects for group discussion
  - Update on “Cross Cabinet” sales pursuits
  - Business best practices

# Membership by Invitation Only

- Each member must be in the business of providing a particular service or solution in the B2B marketplace
- Potential members must be an owner or in a similar position where they do not have to ask for permission to follow through on Cabinet commitments
- Members must be considered a subject matter expert in their chosen field, with a portfolio of contacts and history of experiences that would be valued by other Cabinet members

# Confidentiality

- The most crucial part of being a Cabinet member is abiding by the Non-Disclosure / Non-Compete Agreement (NDA/NCA)
- Cabinet meetings are safe zones for members to talk openly and without reservation
- Any information shared in any way during a Cabinet Meeting or between Cabinet Members will be kept strictly confidential



# Why Join The Cabinet?

- Reduce cost of sales pursuit by leveraging fellow Cabinet Members' customer contacts
- Increase revenue from existing customers through fee sharing from other members
- Increase earnings by adopting best practices of fellow Cabinet Members, leaders in your field & The Cabinet Online
- Develop life long relationships with fellow Cabinet Members you can trust & rely upon



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**For More Information:**

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