



Tulsa Professional Association
Professional Business Services

Point System

The following point system shall be observed at club meetings:

Attendance Today	1 point
▼ General Leads – Meeting/E-mail	1 point
Qualified business lead given to another club member	2 points
▲ Referral Leads given via Lunch/Phone/E-mail	3 points
Business generated by another member as a result of business lead	10 points
Brought a guest	1 points
Had an Open House	10 points
Visited a Member's Business	5 points

**** Failure to notify club of intended absence will result in the deletion of 1 point from the point system.**

**** Please put in \$1.00 in the envelope if you did not give a lead this week and/or missed the meeting last week!!!!**

▼ General Leads – Not specific to any particular member.

▲ Referral Leads – Specific to particular members and consist of contact info. of prospect, or member info. given to prospect.