

Desert Networking Professionals

Frequently Asked Questions

- **WHAT IS DESERT NETWORKING PROFESSIONALS?**

Desert Networking Professionals (DNP) is a **category-exclusive** networking group where medium-size business owners and decision makers can exchange referrals and grow their businesses.

- **WHY IS DNP CATEGORY EXCLUSIVE?**

Allowing only one business to occupy a business category means our entire membership can direct referrals to that single business thereby increasing the referral business that business receives and increasing the value of their DNP membership.

- **WHERE ARE DNP MEETINGS HELD?**

DNP meets every Wednesday morning at **7 a.m. at the Palm Desert Hampton Inn Suites** located at the corner of Gerald Ford and Cook streets.

- **CAN I COME TO A MEETING BEFORE I JOIN TO SEE IF IT'S A GOOD "FIT" FOR ME?**

Yes. Guests are welcome and are allowed to attend a maximum of two (2) DNP meetings before they are required to become members.

- **WHAT DOES IT COST TO BECOME A MEMBER?**

Basic annual dues for DNP membership are \$125 per year. Additionally, there is a quarterly 40.00 charge to assist in paying for the meeting location. The quarterly 40.00 charges breaks down to a mere \$3.00 per meeting.

- **ARE THERE ATTENDANCE REQUIREMENTS?**

Desert Networking Professionals requires that members attend at least 50% (two out of four) of meetings each month to remain a member in good standing. In the event a member business owner is not able to attend a meeting they may send a representative in their place and thus meet the attendance requirement.

- **ARE THERE REFERRAL REQUIREMENTS?**

While our goal is to generate the maximum possible number of referrals for member businesses, and we do actively encourage our members to present referrals to each other each week, DNP has no specific referral requirements.

- **WHAT IS THE PROCESS FOR BECOMING A MEMBER?**

First, we recommend that you join us as a guest once or twice to meet the group and make sure you think it's a good fit for your business. When you decide to join there is a simple application to fill out which is then reviewed by our Board of Directors. Upon their acceptance and payment of the basic annual membership fee of **\$125** and the first quarterly payment of **\$40**, your membership is finalized and the referrals can begin to flow your way.

Desert Networking Professionals

Frequently Asked Questions

- **HOW CAN I SEE IF MY BUSINESS CATEGORY IS OPEN?**

Our web page **DNPCV.COM** has a listing of our current member businesses and their business category under the “MEMBERS” tab. If you are unsure if your business is in conflict with an existing member’s business, please feel to contact the member business at the number listed for them and they can help you decide if there is a conflict or if there is an area of agreement that would allow you to pursue membership in DNP.

- **HOW ARE THE DUES I PAY DNP USED?**

Dues paid to Desert Networking Professionals are used to offset the administrative costs of operating the group (e.g. printing and reproduction costs, web page maintenance, bank charges, payment of dues to groups like Chambers of Commerce, etc.). Additionally DNP may hold special events during year for its members and their guests which are paid for from these funds.

- **WHAT ADDITIONAL BENEFITS DO I GET FROM A DNP MEMBERSHIP?**

DNP PHONE APP - Our exclusive DNP app can be added to your smart phone in minutes and allows other members to easily contact you or provide your information to potential referral sources and you can do the same for them.

WEB PAGE BUSINESS LISTING – Your business is listed on our Desert Networking Professionals web page at DNPCV.com and includes a summary of your business, tools to allow people to contact you with the click of a button and links directly to your business web page.

MIXERS AND SOCIAL EVENTS – From time to time during the year Desert Networking Professionals will sponsor member mixers to provide social and educational events for members and their guests.

ONE ON ONE VISTATIONS WITH OTHER MEMBERS – Each month DNP members are paired together with another member with the goal of getting together one on one to learn more about each other and their businesses. We believe that the more we know about each other the stronger our bonds become and the better the quality of the referrals we can present.

- **SHOULD I EXPECT IMMEDIATE REFERRALS ONCE I JOIN DESERT NETWORKING PROFESSIONALS?**

At DNP we love giving referrals to our members. It is our reason for being. However new members need to understand that in DNP, as in any other networking group, it may take a little time for other members to gain a full understanding of your business and find the best way to get referrals for you. Patience is sometimes required but it will pay off!