



# PROSPECTIVE MEMBER GUIDELINES

**All members of EO must be the founder, co-founder or controlling shareholder of a qualifying business.** These prospective member qualification guidelines are designed to better define EO Nashville's membership minimum requirements to be put up for consideration by the board. Each year, membership is asked to make decisions on potential members in "non-standard" industries or situations. Our goal is to provide some clarity on how we will address some of these situations.

## WHAT IS A "NON-STANDARD" MEMBER?

A "NON-STANDARD" member is one that simply does not fall within the normal membership guidelines. For instance, does a contractor, who sells one home for \$1 million qualify? Does a franchise owner face the same challenges as a company founder? Does a second generation owner have the same experiences to share?

### COMMON NON-STANDARD INDUSTRIES

Construction
Real Estate
Financial Services
Second Generation
Franchise Owners

## BASIC MEMBERSHIP QUALIFICATIONS

1. \$1M in revenue (commissions or net billing)
2. Founder, co-founder or controlling shareholder of business
3. Responsible for making payroll
4. Cannot be fired
5. Display EO core values

## ADDITIONAL NON-STANDARD MEMBERSHIP QUALIFICATIONS

Meets all basic qualifications and additionally:

### 3 OF 5 TO QUALIFY:

1. \$5M in revenue
2. \$500K net profit
3. 5+ FTE employees
4. 3 years of consecutive growth
5. Unique business to our chapter

Additionally, all qualified candidates must be approved by the EO Nashville board of directors.