
Welcome to the SHARE Network



The SHARE Network

We are a group of like-minded business owners and decision makers, meeting fortnightly to build high quality collaborative relationships, create business opportunities and offer each other mutual support.

The name of our network is SHARE – a name that was chosen by our founding members to underline the guiding principles of our group – Success; Hope; Ambition; Responsibility; Experience.

About Us

The SHARE Network was founded in 2009. Half a dozen respected business owners, who had originally met through BNI, got together as they felt their future interests would be best served by building a new group that would grow and develop in a more positive and rewarding direction. The group would consist of carefully selected Members, with excellent connections to other decision making business owners and individuals.

The group quickly grew and, following ongoing membership drives through our contacts, we consistently average 28 Members, continuing to grow and expand and to represent an increasing number of professional services and industry sectors.

We meet on Tuesdays from 7:00am – 8:45am on a fortnightly basis. Meetings are held at the Kyte Hotel in Darrington, at Members' premises, or a location of their choice in and around the Leeds area. The meetings are designed to help the group gain a better and up-to-date understanding of each other's businesses. Whilst there are no strict rules about attendance it is expected that, as a courtesy to others and to add and receive maximum value, Members attend a minimum of seven meetings out of ten and if unable to attend, they are represented by a substitute.

The group is chaired by a Member on a rotational (every 12 months) basis, supported by a treasurer.

Our ethos is to actively look out for business opportunities and to bring quality leads and referrals to the group Members. A review of referral business successes is an integral part of the meetings.

The SHARE Network has a commitment to learning through Education. Included as part of the meetings is a short 'Education slot', typically presented by a Member. In addition, on a quarterly basis, external speakers are invited to present on a pre-agreed topic, focusing on business challenges.

Membership by Invitation

Membership is by invitation only and we have a strict policy that Members' business interests should not conflict. Members may bring potential Members along to two meetings as a guest. That way, both parties gain the best possible appreciation of how the applicant might fit, add value and integrate into the SHARE Network.

The Application Process

We aim to process new Member applications after a second visit. The process for this is as follows:

1. Any potential new Member's will sit 1-2-1 with a Member (other than the referring Member) after their second meeting, to ascertain their interest and how they will add value and contribute to the SHARE Network
2. We will ask the person who invited the potential new Member to the group to complete an application form as their Sponsor
3. An application is then submitted and voted on by the group at the following meeting
4. If accepted into the group, a one-off joining fee of £100 is payable along with the annual Membership subscription of £120 (pro-rata for the calendar year)
5. Annual subscriptions are payable in January
6. We collect £15 per month throughout the year, to cover the costs of the meetings which include a hot breakfast

Members Charter Values – All Members are expected to adhere to the values of SHARE Network Charter

Success; Hope; Ambition; Responsibility; Experience

Member Specification

- A business owner or key decision maker with a proven track record in the commercial market
- An ability to quickly develop rapport and meaningful relationships through networking and business referrals
- The ability to demonstrate the professional standards required to be a Member of the SHARE Network group
- A motivated and confident individual, committed to the long term success of the group
- An interest in the business opportunities and concerns of fellow Members to further their goals
- 'Buy in' to the SHARE Network values and to actively demonstrate this in order to generate opportunities within the group
- The ability to communicate on various networking/social media sites to promote the group

Role & Responsibilities

- An ability to generate business opportunities for Members of the SHARE Network, through day to day communication and business activity
- Operating as a SHARE Group 'champion' to demonstrate our values and to further the goals of the group and its Members
- The ability to follow up on referrals received from fellow Members in a timely fashion and with commitment and professionalism, thus supporting the Member who generated the opportunity
- Cementing solid relationships with fellow Members in order to establish a firm understanding of their business, what they can offer, expectations and requirements for referrals. Hold regular 1-2-1 meetings with Members
- To identify external key customers and decision makers that will provide value to the SHARE Network and maintain a healthy relationship that Members can benefit from
- Informing personal contacts and business networks on the activities and expertise of the SHARE Network, thus developing the opportunity for future business
- A commitment to support the SHARE Network by way of meeting attendance, active participation and involvement in member led activities and events, including a commitment to provide current personal profile information for the SHARE Network website
- Ability to provide a suitable substitute/replacement in the event of non-attendance to a SHARE Network meeting wherever possible
- Compliance with any other reasonable request made by the group
- Timely communication should a Member be unable to attend a meeting or send a substitute

Note: Should any Member not regularly attend meetings, contribute by way of referrals, web content, 1-2-1 meetings or undertake adequate work outside of the meetings to promote the Share Network, the group reserves the right to discontinue their membership.