

Grow With Us!

April 17th - 21st

WWW.DELCOCHAMBER.ORG/GROW

Overcoming Objections

- ***"I don't have time for networking/events."***
 - It's always good for your business to continue to build professional relationships, people like doing business with people they know, but schedules can always be tough. Everyone is so busy. The Chamber does offer events throughout the course of the day, some are strictly networking, some have a program to help grow your business and some are even virtual to make it super convenient. Everything the Chamber hosts is an opportunity to grow your relationships.
 - *How else can they get involved?* There are ways you can get involved without worrying about an event on your schedule, like creating a marketing plan so fellow members see your name often, even though you're not out and about. You can also host an event, where all the attendees come to you and you get the contact information of everyone who attended afterwards.

- ***"What do I get out of joining the Chamber?"***
 - Membership isn't a one size fits all for all businesses, . . . can you tell me a little bit more about your business? The Chamber acts as a resource for your business, but what are some of your goals or struggles?

- ***"We're really trying to develop business outside of Delaware County."***
 - *We have many members in various industries that have multiple locations, including different counties in Pennsylvania and some that are nationwide. More than likely, we have members that can help you make connections in the area you wish to expand to.*



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- **“I used to be a member and I didn’t see the value.”**
 - The Chamber is definitely comparable to a gym, you won’t necessarily see results if you don’t use it, however Delaware County Chamber is also a different experience today than it used to be. Our staff and board are always working to keep up with the times and issues of today for businesses. Was there something specific you felt was lacking? Were you able to use the Chamber as a resource through COVID?

- **“With the cost of everything going up and just scraping through COVID, cash is really tight right now.”**
 - Monthly Payments are an option for as low as \$25 a month depending on the size of your business. It’s also a great time to join during the membership drive because you won’t have to pay the administrative fee and you get extra visibility.
 - *Volunteer note: Must use PDF application. Some prizes are excluded from monthly paying joiners.*

