

Membership Qualifications in Bylaws - Section 3.3 (updated 08/29/2024 by board approval)

Each Member shall be a [female](#) individual, natural person actively engaged [in and operating their own business, full time/freelance/fractional, in sales consulting, coaching, training, and speaking, for a minimum of two years in business.](#)

Each Member shall execute, and adhere to, the terms and conditions of WSE's Membership Agreement; adhere to all other membership policies duly adopted by the Board of Directors; and timely pay those membership dues established by the Board of Directors.

Membership Process

[Finding members is the responsibility of all the members, and people can come to the group with interest. All will be referred to the membership committee to go through the process.](#)

Step 1 - Application/Application Review

Step 2 - Interview by Member of Membership Committee - Structured Interview/Scorecard Ranking

Step 3 - Positive or Negative Recommendation by Member of Membership Committee to Membership Committee

Open Periods for Applications - 2x/year - Dec/June

Applications are due by Dec 1 - Decision by Jan 15 and June 1 and decision by July 15. Membership Committee will meet in Dec and June to review applications and assign interviewee/interviewer and again in early Jan/July to finalize membership decisions.

Criteria for membership factors to consider:

- Maintain a balance of experience business owners and those newer to business in growth mode
- Primarily business owners
- Scorecard of Interview
- Recommend membership maximum of [60](#)

Good standing clause - paying dues within 60 days, attend annual meeting at least once every 3 years

Scoring

Reminder as an organization we are looking for women who have a lot to give, are willing to serve, as well as grooming future sales experts.

There is no score minimum required for the committee to accept an applicant.

| General Information (Non Scoring) | Evaluation (1-5 Scoring Questions) |
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| How did you hear about WSE? | |
| How long have you been in business? Min. 2 years to join | |
| How long have you been in sales? | |
| Tell us about your company? | |
| What are your current business goals? | |
| What is your core market ideal client profile? | |
| What are your market differentiators? | |
| What are your service offerings? | |
| Employees? How many? | |
| Social Handles? | |
| What other professional organizations are you a part of? | |
| What do you want from WSE? | |
| | Why do you want to join WSE? |
| | What are your core contributions to your business community / Sales industry / Women in Sales? |
| | How do you see yourself contributing to the WSE community? What can you offer WSE? |
| | Can you <u>deliver</u> 1 sales training / webinar / education session / speak at WSE / work on a committee, in the first year? |
| | Are you willing to share on social media and help promote fellow members (book/post) |
| | X-Factor |

| Evaluation | 0 | 1 | 2 | 3 | 4 | 5 |
|--|---|---|--|---|---|--|
| Why do you want to join WSE? | <input type="checkbox"/> No Alignment or Understanding <input type="checkbox"/> Somebody told me to join | <input type="checkbox"/> Minimal Alignment or Understanding <input type="checkbox"/> | <input type="checkbox"/> Basic Understanding with General Interest | <input type="checkbox"/> Solid Understanding and Alignment | <input type="checkbox"/> Strong Understanding with Clear Goals | <input type="checkbox"/> Exceptional Understanding and Contribution Potential <input type="checkbox"/> Invited by the board |
| What are your core contributions to your business community / sales industry / women in sales? | <input type="checkbox"/> No Contribution or Relevance | <input type="checkbox"/> Minimal Contribution or Involvement | <input type="checkbox"/> Basic Contribution with Limited Impact | <input type="checkbox"/> Moderate Contribution with Noticeable Impact | <input type="checkbox"/> Significant Contribution with Broad Impact | <input type="checkbox"/> Exceptional Contribution with Transformational Impact |
| Contribution Examples / Explanation of what to look for: Brands, VP and Above titles & Boards, women in sales / sales community initiatives (give 1 example & proof), coach /peer mentorship (give 1 proof) *More scoring for the degree and depth of contribution | | | | | | |

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|--|---|--|--|--|--|--|
| <p>How do you see yourself contributing to the WSE community? What can you offer WSE?</p> <p>➤ Can you <u>deliver</u> 1 sales training / webinar / education session / speak at WSE in the first year?</p> | <p>No</p> <ul style="list-style-type: none"> <input type="checkbox"/> doesn't have bandwidth, conflict of interest, etc. | <p>Yes – I can (1/6)</p> <ul style="list-style-type: none"> <input type="checkbox"/> sales training <input type="checkbox"/> webinar <input type="checkbox"/> education session <input type="checkbox"/> speak at WSE in the first year <input type="checkbox"/> Coach / Peer Mentorship <input type="checkbox"/> committee membership | <p>Yes – I can (2/6)</p> <ul style="list-style-type: none"> <input type="checkbox"/> sales training <input type="checkbox"/> webinar <input type="checkbox"/> education session <input type="checkbox"/> speak at WSE in the first year <input type="checkbox"/> Coach / Peer Mentorship <input type="checkbox"/> committee membership | <p>Yes – I can (3/6)</p> <ul style="list-style-type: none"> <input type="checkbox"/> sales training <input type="checkbox"/> webinar <input type="checkbox"/> education session <input type="checkbox"/> speak at WSE in the first year <input type="checkbox"/> Coach / Peer Mentorship <input type="checkbox"/> committee membership | <p>Yes – I can (4/6)</p> <ul style="list-style-type: none"> <input type="checkbox"/> sales training <input type="checkbox"/> webinar <input type="checkbox"/> education session <input type="checkbox"/> speak at WSE in the first year <input type="checkbox"/> Coach / Peer Mentorship <input type="checkbox"/> committee membership | <p>Yes – I can do all (5/6)</p> <ul style="list-style-type: none"> <input type="checkbox"/> sales training <input type="checkbox"/> webinar <input type="checkbox"/> education session <input type="checkbox"/> speak at WSE in the first year <input type="checkbox"/> Coach /Peer Mentorship <input type="checkbox"/> committee membership |
| <p>Are you willing to share on social media and help promote fellow members (book/post)</p> | <ul style="list-style-type: none"> <input type="checkbox"/> No Willingness or ability to support | <ul style="list-style-type: none"> <input type="checkbox"/> Minimal Willingness | <ul style="list-style-type: none"> <input type="checkbox"/> Basic Willingness with Limited presence online | <ul style="list-style-type: none"> <input type="checkbox"/> Moderate Willingness with Consistent Support <input type="checkbox"/> Moderate following (3 digit) | <ul style="list-style-type: none"> <input type="checkbox"/> Strong Willingness with Active Engagement <input type="checkbox"/> Large following (4 digit) | <ul style="list-style-type: none"> <input type="checkbox"/> Exceptional Willingness with High Enthusiasm and Proven Track Record <input type="checkbox"/> Yes – I have a huge following (5 digit) |

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| <p>X-Factor</p> <p>A potential member's unique quality or exceptional attribute or skill that sets them apart and would positively impact the group in some way.</p> | <input type="checkbox"/> No X Factor | <input type="checkbox"/> Minimal evidence of any X-Factor, with little to no impact. | <input type="checkbox"/> Published a book <input type="checkbox"/> Spoke at Sales Conference <input type="checkbox"/> Published a Podcast | <input type="checkbox"/> Received an Industry Recognized Award <input type="checkbox"/> Social Media Influencer | <input type="checkbox"/> LinkedIn Learning Instructor <input type="checkbox"/> Formal Online Program | <input type="checkbox"/> Amazing x-factor = <ul style="list-style-type: none"> - Access to significant resources that will benefit the group - Access to Sponsorship Venue - They are in big in media and that lands credibility to the group - A very unique skill that few if any in WSE possesses |
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