

Dear EONJ Member:

It is my pleasure to share my personal vision and mission and the strategic Board priorities for the coming year. Please support the efforts of the Board in helping to carry out their initiatives and in engaging our own entrepreneurs to learn and grow. All of the members on the Board are volunteers and I cannot thank them enough for their time, energy, dedication to the Chapter, and most importantly their servant leadership. Our Chapter will continue thrive for so long as we are engaged with each other, participate in events, help to grow our membership, and most importantly take ownership of our EO Experience and constantly abide by EO Core Values. I look forward to serving the Chapter with passion and excellence.

Harris

2016-2017 BOARD MEMBERS			
President	Harris Wolin	908-875-4214	harris.wolin@myerswolin.com
President-Elect	John Cioffi	908-472-9238	lakeinvest@yahoo.com
Executive Director	Andrea Rickard	717-676-7394	andrea@eonej.org
Integration Chair	Shawn Smith	908-307-9497	shawn@soleiltans.net
Learning Chair	Nick Kraus	973 592 8109	nKraus@krausgroupmarketing.com
Forum Chair	Brian MacClaren	504-208-0608	bmacclaren@novaces.com
Finance Chair	Louis Biron	201-859-1409	Louis@onehorn.com
Governance Chair	Mike Schofel	973-488-6109	michael@eastmancompanies.com
Sponsorship Chair	Tom Patania	973-725-2003	Tom@selectaticket.com
Communications Chair	Cheryl Biron	201-723-8765	Cheryl@onehorn.com
Membership Chair	Scott Peloquin	973-985-1014	sPeloquin@benefEx.com
Mentorship Chair	Darlene Panzitta	973-698-8309	darlene@dspclinical.com
MyEO Chair	JB Blanchard	973-769-6845	jabe@roofdecksolutions.com

My Personal Vision and Mission

1. Always Be **MINDFUL** of EO Core Values
  - Thoughtful alignment with *One Brand, One Culture, One EO* Global Strategic Priority - see below.
  - Everything we do should reflect CV: Alignment throughout Learning, Membership, Integration
2. Be **RELEVANT** to all types of entrepreneurs including younger and women
  - Thoughtful alignment with *New Member Makeup* Global Strategic Priority
  - Events/Messaging focusing on business, family, community and self
3. Position Chapter for **STRATEGIC GROWTH**
  - Define Chapter makeup and create plan for strategic growth
  - Define new member candidate requirements and post-joining accountability
4. Create a Culture of **ENGAGEMENT**
  - Thoughtful alignment with *Community of Contributors* Global Strategic Priority
  - Clearly communicate member engagement expectations at the front door
  - Define engagement metrics and accountability
  - **Own your EO Experience; EO Membership is not an entitlement**
5. Be **REGIONAL/GLOBAL**
  - Further alignment with *Community of Contributors* Global Strategic Priority
  - Engage with region on chapter offerings and experience regional/global events and leadership

<b>EONJ CHAPTER PRIORITIES BY FUNCTION</b>		
<b>Role</b>	<b>Priority and Action Items</b>	<b>What Success Looks Like</b>
President <i>(Harris Wolin)</i>	Align Chapter with EO Global Priorities and Best Practices; Achieve PEAK	<ul style="list-style-type: none"> <li>EONJ ranks well on the All Member Survey</li> <li>EONJ achieves PEAK (silver or gold level)</li> <li>EONJ initiates full requalification</li> <li>Board Member participation on Regional Calls</li> </ul>
President-Elect <i>(John Cioffi)</i>	Build functional teams for all key Board roles	<ul style="list-style-type: none"> <li>Each Board Member has a Co-Chair and Committees filled with 3+ members</li> <li>Board Elect and Elect-Elect positions filled 1-2 years in advance</li> </ul>
Integration <i>(Shawn Smith)</i>	Create and reinforce a culture of engagement	<ul style="list-style-type: none"> <li>New members receive constant touch points from membership and have a clear understanding of chapter expectations</li> </ul>
Learning <i>(Nick Kraus)</i>	Deliver learning events that are consistent with EO Core Values	<ul style="list-style-type: none"> <li>Business, personal, family</li> <li>Demonstrated takeaways</li> <li>Once-in-a-lifetime experiences</li> <li>Regional and multi-chapter events</li> </ul>
Forum <i>(Brian MacClaren)</i>	Proactively support growth of member experience, expand forum initiatives and promote member leaders	<ul style="list-style-type: none"> <li>New member placement within 60 days</li> <li>Grow Spousal and Key-Executive Forums</li> <li>Formalize Moderator Recognition Program</li> <li>Majority of Moderators attend Moderator Summits</li> </ul>
Finance <i>(Louis Biron)</i>	Maintain fiscal health and integrity of chapter reserve with transparency	<ul style="list-style-type: none"> <li>We spend what was allocated and maintain a 10% reserve for future growth</li> <li>Budget always available to membership</li> </ul>
Governance <i>(Mike Schofel)</i>	Update and communicate Bylaws to Membership	<ul style="list-style-type: none"> <li>Bylaws are updated to incorporate EO Global best practices and communicated to membership throughout year</li> <li>Bylaws include Board Succession Plan</li> </ul>
Sponsorship <i>(Tom Patania)</i>	Develop clear SAP value proposition, create SAP institutional documents, nurture and grow SAP Program	<ul style="list-style-type: none"> <li>Minimum total SAP financial contributions equal to \$400/member</li> <li>SAP participation in learning events</li> <li>Increased member engagement with SAP partners</li> </ul>
Communications <i>(Cheryl Biron)</i>	Expand our brand internally and externally; build social media and traditional media relationships	<ul style="list-style-type: none"> <li>Achieve media recognition at learning events</li> <li>Increased prospect interest through expansion of local brand</li> <li>EONJ in the news at least once per quarter</li> </ul>
Membership <i>(Scott Peloquin)</i>	Position chapter for strategic growth	<ul style="list-style-type: none"> <li>Test Drives in October and April have 10-15 prospects that each produce 6-8 new members</li> <li>Each Forum contributes at least 1-2 new prospects per Test Drive</li> <li>Grow Chapter to 108 Members by June 2016</li> </ul>
Mentorship <i>(Darlene Panzitta)</i>	Build Plan for Accelerator Program and Relationships with Universities	<ul style="list-style-type: none"> <li>EONJ has an Accelerator Program by 2017</li> <li>Established 2-3 Solid University contacts</li> </ul>
MyEO <i>(JB Blanchard)</i>	Educate chapter about MyEO and delivery MyEO Event	<ul style="list-style-type: none"> <li>At least one MyEO event</li> <li>Participation in MyEO events outside of EONJ</li> </ul>

GLOBAL STRATEGIC INITIATIVES (VISION 2020)	MEANING	EONJ CHAPTER ALIGNMENT WITH GLOBAL PRIORITIES
<b>One brand, one culture, one EO</b>	Clarify, connect, and align our distinctive brand and culture	<ul style="list-style-type: none"> <li>• We represent EO Core Values</li> <li>• We become EO Brand Ambassadors</li> </ul>
<b>Community of contributors</b>	Shift member mindset toward one of global contribution	<ul style="list-style-type: none"> <li>• We will participate in local and regional events</li> <li>• We will expand beyond EONJ</li> <li>• We will all strive for leadership within the Chapter</li> </ul>
<b>New Membership Makeup</b>	Nurture a more diverse membership base through events, programs, communications and technology	<ul style="list-style-type: none"> <li>• We will increase diversity of our membership</li> <li>• We will be relevant to and resonate with other than the average member makeup</li> </ul>
<b>Totality of the Entrepreneur</b>	Deliver transformative offerings focused on all aspects of the entrepreneur’s life – business, family, community and self	<ul style="list-style-type: none"> <li>• We will deliver member experiences that touch on all aspects of our life</li> </ul>
<b>Instant connectivity</b>	Enable members to connect to people and resources to accomplish goals – anytime, anywhere and with anyone	<ul style="list-style-type: none"> <li>• We will leverage technology to improve our EO experience and connect with other EO members</li> </ul>
<b>Broadcast with impact</b>	Broadcast EO content to impact members, the broader entrepreneurial community and other stakeholders with an interest in entrepreneurship	<ul style="list-style-type: none"> <li>• We will promote EO and its value proposition to the entrepreneur community with passion and conviction</li> </ul>

**EO CORE VALUES**

**BOLDLY GO!** This is what we’ve done all our lives. It’s what allows us to grow and take risks. It inspires us to never give up, celebrating failures as well as successes. It’s an innate instinct born out of courage, creativity and eternal optimism.

**THIRST FOR LEARNING:** Our most valuable asset is wisdom gained through our appetite for knowledge and the transformational experiences that we share with our peers. A thirst for learning leads to an open mind, and an open mind leads to greater opportunities.

**MAKE A MARK:** We are not afraid of challenging conventions. We are in control of our own destiny, and with that come great responsibilities: To build value. To make a difference. To leave a legacy. We are willing to put in the effort to transform any experience into a positive one for all.

**TRUST AND RESPECT:** In business, as in life, integrity is everything. Within our organization, integrity goes deeper than just the game rules— it is our code of conduct. Confidence, respect and inclusiveness are imperatives. Non-judgment and non-solicitation are non-negotiable.

**COOL:** Cool defines our approach, our attitude and our experiences. As we carve our own path, we are reinventing the experience of what it means to be an entrepreneur. We are vibrant and progressive. We commit to forward thinking. We commit to innovation. We commit to cool.