

## November 2023 Round Table Meeting Agenda

### Opening Prayer and Pledge of Allegiance

**Vision:** Reflect Christ's glory in the workplace and expand the Kingdom.

**Mission:** To bring Christ to the marketplace, foster fellowship and promote the adoption of Christian values through the influence of senior business leaders.

### Topic: Networking/Relational Sales

- a. What are the key challenges you've faced when trying to build and maintain professional relationships?
- b. In an era where business interactions are increasingly digital, how can organizations build and maintain trust-based relationships with their clients and customers?
- c. What strategies have you found most effective in balancing the need for immediate sales results with the cultivation of long-term, sustainable client relationships?
- d. How can businesses transition from a transactional sales model to one that is truly customer-centric, where every interaction adds value to the customer's journey?
- e. What key performance indicators (KPIs) or metrics do you use to assess the success of your relational sales efforts, and how do you ensure these metrics align with long-term relationship-building goals?

### VIRTUE discussion and application ---

**Charity** — Do I love God above all else for His own sake and love my neighbor for the love of God?

### Individual takeaways and "Wisdom to Share" from today's meeting.

1. What action can I take today based on the outcome of this meeting?
2. How can I challenge others with this information?
3. What "Wisdom to Share" was gained to include in CBRT's monthly blog?

**Proverbs 27:17** *"As iron sharpens iron, so one man sharpens another."*

**Closing with prayer:** All participants engaged with a prayer close.