

An Introduction to the Entrepreneurs' Organization

*The world's only peer-to-peer network exclusively
by entrepreneurs and for entrepreneurs.*



SINCE 1987, EO has been transforming the lives of the entrepreneurs who transform the world. As the global thought leader on entrepreneurship, EO plays an integral role in businesses, industries and the lives of leading entrepreneurs everywhere. Get ready to discover the value of EO!



All about EO

Our Mission

To engage leading entrepreneurs to learn and grow.

How Membership Works

Membership in EO delivers value through events, growth opportunities and shared experiences. Potential candidates for membership must be approved by the local chapter board. All applicants must show that they meet the following criteria:

- Be the founder, co-founder, owner or controlling shareholder of a business
- Your business must gross a minimum of US\$1 million annually.

Global Facts-at-a-Glance

167

Chapters Worldwide

Median Member Sales

US\$4.7M

Total Number of Workers That

Members

Employ Worldwide -

2.8M

12,000+

Members
Worldwide

With Chapters in

52 COUNTRIES

Average Age of
Members –

42



Our Core Values

Trust and Respect

In business, as in life, integrity is everything. Within our organization integrity goes deeper than just the game rules— non-judgment and non-solicitation are non-negotiable.

Boldly Go!

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

A thirst for learning leads to an open mind. A thirst for learning leads to an open mind, and an open mind leads to greater opportunity.



Make a Mark

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.

Cool

Cool defines our approach, our attitude and our experiences. We commit to forward thinking. We commit to innovation. We commit to cool.



Forum

A MEMBER-LED, CONFIDENTIAL, PEER-SHARING PROGRAM

What would you give for the ability to tap into a group of 8-10 fellow business owners who can offer you direction based on their life experiences? Forum can offer you just that! Monthly Forum meetings allow learning and growth through peer-to-peer sharing of members' most intimate personal and business experiences. Forum engages its members in EO's core values, resulting in high-quality, life-long relationships built on trust and respect for EO peers in one's local chapter and around the globe.

Moderator-trained EO members guide the Forum meetings, emphasizing confidentiality, personal reasoning and lessons learned. Members don't give advice; they speak from prior experience, letting you draw your own conclusions on how to best proceed. Upon joining EO, your chapter's Forum Chair will work to place you into a Forum and will ensure you are among the right number and mix of business owners to avoid sharing the room with competitors.

» **Questions?** Contact rafael@mostobj.com.

Monthly Chapter Learning Events

LOCAL INSIGHTS AND CONNECTIONS

As an EO member, you're not only a part of the global organization—you're a part of a thriving chapter! As a member of this local community of entrepreneurs, you get to participate in regular chapter learning and social events, all of which help you grow as a business, family and community leader. What's more, the peer interaction and educational opportunities at these events will help you become a well-rounded entrepreneur by expanding your network and improving your business knowledge.

» **Questions?** Contact michaelwester@truerun.com



Regional and Multi-chapter Events

LEARNING ON ANOTHER LEVEL

As an EO member, you have access to multi-chapter and regional events, which offer innovative opportunities for personal and professional development, including networking with local peers, accessing renowned speakers and experiencing memorable off-site activities. These events afford attendees a unique approach to learning beyond their local chapter.

» **Questions?** Contact michaelwester@truerun.com



Global Events

EXTRAORDINARY EXPERIENCES, LEARNING AND NETWORKING

EO Global events combine provocative learning programs with unique resources and memorable social venues. Our biggest events, called Universities, bring hundreds of members together for a once-in-a-lifetime experience at exciting locations around the world each year. Universities, as well as smaller events like our Explorations, enable you to learn from business experts, experience other cultures and build relationships with members outside of your chapter.

» **Questions?** Contact michaelwester@truerun.com



MyEO is an opportunity for members to customize their EO journey and maximize the value of their membership. Through this global resource, members can create personalized MyEO Forums, start or join MyEO Groups, and host or participate in MyEO Events geared toward their personal passions, interests and projects. It's about self-selection and unique, peer-to-peer learning experiences, which will take your connection with fellow EOers to the next level.

» **Questions?** Contact morgan@thehutong.com



EO Accelerator

Mission

A program for potential members to empower entrepreneurs with the tools, community and accountability to aggressively grow and master their business.



Quarterly Learning Events

Group learning events with EO Content, EO Facilitators designed to push Accelerators to work ON YOUR business.

Accountability Groups

Peer to Peer groups meeting with an EO mentor to learn and grow through goal setting and accountability to action.

Goal Setting

Written 30, 60 and 90 goals and accountabilitys related to Accelerator learning for YOUR business.



Our members boost their bottom lines every year by taking advantage of discounts and special offerings from EO's partner organizations. As an EO member, you will gain access to tremendous benefits that will enhance your EO experience and drive growth and excellence in your business.

» **Questions?** Contact wanqiang248@foxmail.com or visit www.eopartners.org to enroll.



How to Join Us

Qualifications

Members must be the owner, founder or majority stakeholder of businesses with revenues exceeding US\$1 million in the most recent fiscal year. VC-backed companies must have raised funds of at least US\$2 million.

Interested entrepreneurs need to fill out and submit the application form: <https://www.eonetwork.org/why-join/apply-for-membership>.

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Prospect meets with EO members and decides whether he or she would like to be part of EO BJ Sanlitun	Prospect fills out application on the EO Global Website	The EO Beijing Sanlitun Board will review the applicant and decide whether to proceed	Applicant's bio shared with Chapter members and approved unless member votes 'no'	If applicant approved, EO Global processes dues. Applicant pays pro-rated dues(see below)	New member assigned to Forum by Board and Forum training arranged

Cost to Join EO Beijing Sanlitun in 2017/18

Fee	Amount	Payable
EO Global Initiation	USD\$2,200	One time, upon joining
EO Global Dues	USD\$2,150	Annually
Local Dues	CNY¥8,800	Annually

**Fees pro-rated depending on when new member joins during the fiscal year*

***When joining in last 3 months of fiscal year, member pays remainder of this year and next year's dues*





Entrepreneurs' Organization
Beijing Sanlitun

Contact Us

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