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Welcome & Introduction

Welcome to the **Entrepreneurs' Organization (EO)**! By joining EO, you've entered a global network of ambitious and dynamic entrepreneurs dedicated to learning, growing, and sharing their experiences with each other. EO is a unique platform that enables members to achieve their full potential, both professionally and personally.

What is EO?

The **Entrepreneurs' Organization** is a global, peer-to-peer network of influential business owners. It was founded in 1987 by a group of like-minded entrepreneurs who sought to create a supportive environment where they could share insights and experiences to help each other succeed. Today, EO has grown into one of the world's most prestigious networks for entrepreneurs, offering a wide range of resources, events, and programs to its members.

The EO Experience

EO is more than just a business network; it's a community of people who understand the unique challenges and opportunities that come with entrepreneurship. EO members connect through forums, mentorship, leadership programs, and exclusive learning events, building lasting relationships that go beyond business.

Who Should Join EO?

EO is open to founders, co-founders, and majority stakeholders of companies that generate a minimum of $1 million in annual revenue. Members come from diverse industries and backgrounds, but all share a common drive for success and a commitment to continuous learning.

Key Benefits of Joining EO

- **Peer-to-Peer Learning**: Gain insights from fellow entrepreneurs who understand your challenges.
- **Global Networking**: Connect with over 17,500+ members across 80 countries.
- **Leadership Opportunities**: Develop your leadership skills by volunteering in chapter, regional, or global roles.
- **Access to World-Class Education**: Participate in exclusive educational programs and events.

About EO

The **Entrepreneurs' Organization** is driven by a mission to support, educate, and inspire entrepreneurs around the world. EO fosters an environment where members can learn from each other, exchange ideas, and create meaningful connections that elevate their personal and professional lives.

Purpose and Values

Purpose

EO’s Purpose is to help entrepreneurs unlock their full potential by creating an environment where they can learn from each other, gain inspiration, and achieve both personal and professional growth.

Ambition

To enable **transformational growth** in the lives of our members. EO aims to move the world forward by empowering entrepreneurs to reach new heights and effect positive change in their communities and beyond.

Core Values

EO’s values guide its mission and serve as a foundation for its global community:

- **Trust and Respect**: EO fosters a culture of integrity, where members value diverse perspectives and cultivate mutual respect.

- **Thirst for Learning**: Members are driven by a strong desire to grow and learn, seeking out new knowledge and experiences to fuel their ambitions.
- **Think Big, Be Bold**: EO members are encouraged to embrace innovation, take calculated risks, and explore new opportunities to impact the world.
- **Together We Grow**: Collaboration and mutual support are key. EO members thrive by building strong human connections and supporting each other’s goals.

Global Impact

EO’s global impact is reflected in its reach and influence across continents. With members in 80 countries and over 224 chapters, EO is making a difference in the lives of entrepreneurs everywhere.

- **Countries**: 80+
- **Chapters**: 224+
- **Total Members**: 17,500+
- **Total Employees Managed by EO Members**: 5.2 million
- **Average Member Age**: 45
- **Median EO Member Sales**: $4.1 million

These figures showcase the breadth and depth of EO’s influence and the collective power of its members.

Mission and Vision

EO’s mission is to engage leading entrepreneurs to learn and grow, leading to greater success in business and beyond. This mission is carried out through a variety of learning and networking opportunities, all designed to help members unlock their potential and drive change in their businesses and communities.

The vision is to be the most influential community of entrepreneurs in the world, united by a shared commitment to learning and growth.

EO Structure

EO’s organizational structure is designed to support its members at the chapter, regional, and global levels. This structure ensures that every member has access to the resources, support, and leadership opportunities they need to succeed.

Organizational Hierarchy and Leadership

EO is structured to serve its members through a combination of volunteer leadership and professional staff support. The organization operates at four main levels:

1. **Global Leadership**:
   - **Board of Directors**: Provides strategic direction and oversight.
   - **Global Committees**: Focus on specific initiatives and global operations.
2. **Regional Leadership**:
   - **Regional Council**: Oversees EO activities in a specific region.
   - **Regional Experts**: Provide support and guidance for chapter leaders.
3. **Chapter Leadership**:
   - **Chapter Board**: Manages chapter operations and ensures alignment with EO’s values and goals.
   - **Forum Moderators**: Lead small peer groups called Forums, which are the heart of the EO experience.
4. **Member Roles**:
   - **Members**: Actively participate in chapter and regional activities, contributing their time and insights to enhance the EO community.

Member Roles and Engagement

EO is led by its members, for its members. Volunteer leadership is a core part of the EO experience. By taking on leadership roles, members can:

- Shape the direction of their chapters and regions.
- Influence global strategy and initiatives.
- Develop valuable leadership skills that translate into business success.

EO members are encouraged to explore different leadership paths and find roles that match their strengths and aspirations.

EO Member Journeys

The **EO Member Journey** is a unique framework designed to help members navigate the variety of opportunities available to them within the Entrepreneurs' Organization (EO). With so many choices and experiences tailored to different needs and goals, the EO Member Journey is structured to help members make the most of their time in EO, supporting them in achieving personal and professional growth. This guide will explore the four primary member journeys, how to choose the right path, and strategies for maximizing your EO experience.

Tailoring Your EO Experience

The EO Member Journey framework categorizes the different ways members can engage with the organization based on their personal preferences, goals, and needs. These journeys offer a curated approach to EO membership, making it easier for members to identify which opportunities align best with their aspirations. The main journeys include:

1. **Forum Fan**
2. **Learner**
3. **Leader**
4. **Networker**

Each journey represents a distinct approach to engaging with EO and focuses on different areas of development, learning, and connection.

Choosing a defined EO Member Journey allows you to tailor your EO experience based on what matters most to you at a specific point in time. You may begin with one journey and shift to another as your personal and professional goals evolve. The flexibility to blend these journeys ensures that members can continually grow and explore new areas of interest.

Forum Fan

Who is a Forum Fan?

A **Forum Fan** is a member who values peer-to-peer learning and sharing experiences in a small, confidential environment. This journey is centered around EO's Forum program, which provides a unique space for members to engage in meaningful conversations about business, life, and everything in between.

Key Characteristics of a Forum Fan:

- Prefers real conversations in a fully confidential environment.
- Seeks to learn from others' experiences and perspectives.
- Values deep personal connections and trust-based relationships.

The Forum Experience

- **Forum Groups**: Small groups of 6-10 members that meet monthly. Each group is led by a trained moderator and follows a structured format to ensure a safe and productive environment.
- **Confidentiality**: Forum is a place where members can discuss their deepest challenges and greatest triumphs without fear of judgment or disclosure.
- **Structured Learning**: Forums provide an opportunity for members to share personal experiences, receive feedback, and learn through a method known as the Gestalt Protocol, which focuses on sharing from personal experience rather than giving advice.

Path for Growth:

- **Participate in Additional Forums**: Forum Fans can deepen their engagement by participating in specialty Forums, such as Spouse/Life Partner (SLP) Forums or Executive

Forums for key business leaders.

- **Forum Education and Training**: EO offers various Forum training programs, including Moderator Training and Next-Level Workshops, to help members refine their Forum experience.

Learner

Who is a Learner?

A **Learner** is a member who prioritizes acquiring new knowledge and skills through formal learning sessions, workshops, and educational offerings. Learners are driven by a strong desire to improve themselves and stay ahead in their industries.

Key Characteristics of a Learner:

- Seeks structured learning experiences.
- Desires access to the latest research, strategies, and thought leadership.
- Continuously explores new topics to gain insights and expand their knowledge base.

Learning Opportunities for Learners

- **Nano Learning and EO Podcasts**: EO provides bite-sized learning content through its Nano Learning platform, covering a range of topics from leadership and strategy to personal development.
- **Virtual Learning Platform**: Offers on-demand content from EO's top events, allowing members to access high-quality education whenever they need it.
- **Powerhouse Speaker Series**: Exclusive access to thought leaders and change-makers across industries. This three-week virtual program dives deep into specific areas of business and personal growth.

Path for Growth:

- **Participate in EO Universities**: Global events held twice a year, featuring immersive learning experiences, cultural exploration, and networking with international members.
- **Join the Entrepreneurial Masters Programme (EMP)**: An intensive four-day program at the MIT Endicott House, focusing on leadership practice and business growth strategies.

- **Explore EO’s Strategic Alliances**: Learn from EO’s educational partners, such as Harvard Business School and Wharton, to gain cutting-edge insights.

Leader

Who is a Leader?

A **Leader** is a member who wants to grow as a leader by guiding peers through EO's various leadership roles at the chapter, regional, or global level. This journey is ideal for members who want to influence, inspire, and drive change within the EO community and beyond.

Key Characteristics of a Leader:

- Aspires to take on leadership roles and responsibilities.
- Seeks to mentor others and share expertise.
- Enjoys creating impact and shaping the direction of EO.

Leadership Opportunities for Leaders

- **Chapter Leadership**: Serve on your local chapter board as a Chapter President, Learning Chair, Membership Chair, or in another role that aligns with your interests.
- **Regional and Global Leadership**: Take on roles within the Regional Council or Global Committees to influence EO's strategy and initiatives.
- **Mentorship and Coaching**: Lead programs such as the EO Accelerator, where you can mentor early-stage entrepreneurs.

Path for Growth:

- **Participate in EO's Path of Leadership**: Take on leadership roles at various levels of the organization and contribute to the growth of your peers.
- **Join the Global Student Entrepreneur Awards (GSEA)**: Mentor young student entrepreneurs as they compete in a global competition, sharing your expertise and inspiring the next generation.

Networker

Who is a Networker?

A **Networker** is a member who gains knowledge through social interactions and relationship-building. This journey focuses on leveraging EO’s global network to create new business opportunities, explore collaborations, and build meaningful personal and professional connections.

Key Characteristics of a Networker:

- Enjoys meeting new people and expanding their network.
- Thrives in social settings and values the exchange of ideas.
- Seeks out diverse perspectives and experiences.

Networking Opportunities for Networkers

- **MyEO Groups and Events**: Create or join interest-based groups around shared passions, industries, or business topics. These groups can be local, regional, or global.
- **MyEO Premier Groups**: Larger groups that support EO’s strategic initiatives and engage members across all 10 regions.
- **Annual MyEO Events**: Attend exclusive MyEO events, including over 800 gatherings held globally each year, to meet like-minded peers and build relationships.

Path for Growth:

- **Start a MyEO Group**: Create your own group around a specific passion or industry, and invite members to join.

- **Attend Global and Regional Events**: Participate in events like EO Global Universities, EO Explorations, and regional gatherings to network with members worldwide.

Blending Your Journey

EO members are not limited to just one path. You can blend different journeys to create a rich and diverse EO experience that aligns with your evolving needs and goals. For instance, a Learner may become a Leader after participating in structured learning programs, or a Networker might choose to focus on becoming a Forum Fan to deepen personal relationships.

Strategies for Blending Journeys

1. **Start with Your Primary Path**: Choose one journey to focus on initially, and explore the opportunities it offers.
2. **Set Short- and Long-Term Goals**: Determine what you want to achieve through EO, and use the Member Journey framework to guide your path.
3. **Shift as Your Needs Change**: Periodically reassess your journey and make adjustments to incorporate new goals and interests.

By embracing the flexibility of the EO Member Journeys, you can unlock the full potential of your membership, creating transformational growth as an entrepreneur and an individual.

Member Value: Products and Benefits

EO provides a rich array of resources and benefits to support its members on their entrepreneurial journeys. These include Forums, learning opportunities, networking events, and exclusive access to world-class educational content.

Forums: The Heart of EO

Forums are small, confidential groups of 6-10 members who meet regularly to discuss personal and professional challenges. Each Forum is led by a trained moderator and follows a structured format to ensure a safe, productive environment.

- **Types of Forums**:
  - **Local Chapter Forums**: Focused on deepening connections within the chapter.
  - **Experience Forums**: Cater to members with specific needs or interests, such as family businesses or key executives.
- **Forum Opportunities**:
  - **Spouse/Life Partner (SLP) Forums**: Available in select chapters.
  - **Executive Forums**: Designed for key executives in a member’s business.

Forums are at the core of the EO experience, providing a space for members to share, learn, and grow together.

Nano Learning and EO Podcasts

EO’s Nano Learning platform offers bite-sized educational content that members can access on demand. These short, actionable lessons are perfect for busy entrepreneurs looking to implement new strategies quickly.

- **Topics Covered**: Business strategy, leadership, personal development, and more.
- **EO Podcasts**: Feature interviews with top business leaders and experts, offering insights and inspiration.

MyEO Groups and Events

MyEO allows members to create or join groups based on shared interests, passions, or industries. These groups and events provide opportunities for members to network, learn, and socialize in a setting that aligns with their personal and professional goals.

- **MyEO Premier Groups**: Large groups that support EO’s strategic initiatives.
- **MyEO Women**: A global network of female entrepreneurs.
- **MyEO Under 35**: Focuses on the unique needs of younger entrepreneurs.
- **MyEO DealExchange**: A space for members to explore business opportunities together.

Additional Member Benefits

- **Powerhouse Speaker Series**: Exclusive access to talks by global thought leaders.
- **Virtual Learning Platform**: On-demand content from EO’s top events and programs.
- **Leadership Development**: Access to structured leadership programs and mentorship opportunities.

Leadership Opportunities

EO offers a variety of leadership roles that empower members to step up, guide others, and contribute to the organization’s success while enhancing their personal leadership skills. Leadership opportunities are available at the chapter, regional, and global levels, giving members a chance to develop in different contexts and with varied responsibilities.

EO Accelerator Program

The **EO Accelerator Program** is designed for early-stage entrepreneurs who are striving to grow their businesses to exceed US $1 million in annual revenue. It provides participants with mentorship, structured educational content, and community support. The program covers four main areas of focus: strategy, people, execution, and cash.

- **Eligibility**: Members must be founders or co-founders of businesses with annual revenue ranging between $250,000 and $1 million.
- **Program Features**: Quarterly learning days, access to top entrepreneurial resources, and personalized mentorship from seasoned EO members.

The EO Accelerator Program is a unique opportunity for both participants and EO mentors, providing a platform for experienced entrepreneurs to guide the next generation of business leaders.

Leadership Opportunities

Global Student Entrepreneur Awards (GSEA)

The **Global Student Entrepreneur Awards (GSEA)** is a competition for college students who own and operate businesses while attending school. It is designed to recognize and support the efforts of young entrepreneurs and provide them with mentorship and resources to grow their businesses.

- **Who Can Participate?** Full-time university students who run their own companies.
- **Competition Structure**: Students compete in local, national, and global competitions, where they present their businesses to a panel of judges.
- **Benefits**: Mentorship, feedback from experienced entrepreneurs, and a chance to win significant cash prizes and other resources.

The GSEA program provides EO members with the opportunity to serve as mentors, judges, and coaches, inspiring the next generation of entrepreneurs.

Mentorship and Coaching Opportunities

EO provides numerous ways for members to engage in mentorship, whether through structured programs like the EO Accelerator or by informally sharing expertise with peers.

- **Mentorship Benefits for Mentees**: Gain insights from more experienced entrepreneurs, get strategic advice, and develop your business acumen.
- **Mentorship Benefits for Mentors**: Deepen your own understanding of leadership and business, give back to the entrepreneurial community, and build meaningful connections.

Leadership roles within EO help members broaden their influence, refine their leadership styles, and create lasting change within the organization and beyond.

Exclusive Educational Programs

EO offers a range of world-class educational programs through partnerships with leading institutions. These programs provide members with access to cutting-edge research, transformative learning experiences, and the chance to connect with thought leaders in various fields.

Exclusive Educational Programs

EO Universities

EO Universities are immersive, multi-day events held in different cities around the world. Each event blends business education, cultural immersion, and social activities to create a unique learning experience.

- **Program Highlights**: High-level educational content, access to global speakers, workshops, and networking opportunities.
- **Location and Frequency**: Typically held twice a year in different global locations.
- **Impact**: Members gain exposure to diverse perspectives, learn from world-renowned educators, and build global relationships that extend beyond business.

Exclusive Educational Programs

EO Explorations

EO Explorations offer members once-in-a-lifetime travel and learning experiences in unique destinations around the world. These guided adventures are designed to broaden horizons, enhance cultural awareness, and foster personal transformation.

- **Program Themes**: EO Explorations cover a range of themes, from adventure and sustainability to leadership and social impact.
- **Global Perspective**: Participants explore different cultures, interact with local leaders, and gain new perspectives that can transform their businesses and lives.

Exclusive Educational Programs

Strategic Alliances and Partnerships

EO has established partnerships with prestigious educational institutions to provide members with exclusive access to executive education programs. These alliances enable members to learn from the best and apply new skills directly to their businesses.

EO@INSEAD

A three-part program focused on leadership development and building a high-performance culture. Participants engage with INSEAD faculty to explore new ways of thinking and leading.

EO with Harvard Business School

This program equips entrepreneurs with tools to analyze industry evolution and competitive strategy, helping them stay ahead in their fields.

EO@Wharton

Centered on finance and operations, EO@Wharton helps members translate business strategies into measurable results through case studies and experiential learning.

These exclusive programs are available only to EO members and require additional fees.

Chapter Information

Each EO chapter operates as a local hub for members, providing resources, events, and leadership opportunities. Understanding your chapter’s structure, roles, and communication strategies is key to getting the most out of your membership.

Chapter Board and Leadership Roles

Chapter boards are responsible for planning and executing chapter activities, managing member engagement, and ensuring that chapter goals align with EO’s overall mission.

- **Roles on the Chapter Board**: President, Learning Chair, Membership Chair, Finance Chair, Communications Chair, and Forum Chair, among others.
- **Leadership Pathways**: Members can begin by serving on committees, then take on board roles, and eventually step into regional or global leadership positions.

Chapter Information

Onboarding Steps for New Members

New members are encouraged to engage early and often with their local chapters. Typical onboarding steps include:

1. **Attend Chapter Orientation**: Get an overview of EO’s values, structure, and opportunities.
2. **Complete Forum Training**: Participate in training sessions to prepare for joining a Forum.
3. **Connect with a Navigator**: A designated mentor who helps new members navigate EO’s resources and structure.
4. **Join Chapter Events**: Start building relationships by attending local and regional events.

Communication Channels and Engagement Strategies

EO chapters use a variety of communication channels to keep members informed and engaged. Typical channels include:

- **Chapter Newsletters**: Monthly or quarterly updates on chapter events and news.
- **WhatsApp or Slack Groups**: Used for quick updates and informal communication.
- **EO Hub (hub.eonetwork.org)**: The central online platform where members can access resources, register for events, and connect with peers.

Each chapter may also have its own unique channels, such as social media groups or dedicated email newsletters.

Code of Conduct and Membership Expectations

EO members are expected to embody the organization’s values of trust, respect, and integrity. The **Code of Conduct** outlines the behaviors that all members should adhere to, both in business and social settings.

Key Expectations

- Act with professionalism and courtesy in interactions.
- Respect the confidentiality of Forums and other EO gatherings.
- Abide by EO’s non-solicitation policy.
- Contribute proactively to the experience of others.

Prohibited Behaviors

- Engaging in conduct that disrupts EO activities.
- Violating EO’s bylaws, policies, or local regulations.

EO takes its Code of Conduct seriously to ensure a positive experience for all members.

Getting Started: Steps to Maximize Your EO Membership

- **Log in to EO Hub**: Set up your profile and explore available resources.
- **Connect with Chapter Leaders**: Reach out to your chapter’s leadership team to discuss your goals and find the best engagement opportunities.
- **Join a Forum**: Forums are a cornerstone of EO membership, providing a safe space for sharing experiences.
- **Attend Events**: Participate in local, regional, and global events to network and learn.
- **Create Your Own Path**: Explore different member journeys and customize your EO experience.

Please also read our **Frequently Asked Questions section**.