



In accordance with our [Non-Solicitation Policy](#), the Conway Center for Family Business prohibits overt solicitation to preserve the trust and privacy of our family business and service provider members. Relationship building is strongly encouraged, and members often do business with one another, but it is important to remember that *you can buy ... but you cannot sell*. Below are some examples to clarify this important policy.

ACCEPTABLE



Offering your business card to a member who asks for it.



Responding to an email or phone inquiry from a fellow member.



Offering to meet or follow-up with a fellow Conway member after a relationship has been established.



Acknowledging the Conway Center connection while attending outside events.



Contributing your stories and suggestions in Conway Center peer groups and events - even if they in some way market your business, provided they align with the topic being addressed.

UNACCEPTABLE



Handing out your business card to a member when not prompted.



Emailing or cold-calling members with whom you do not already have a relationship.



Persistent pursuing or badgering a fellow member to connect, even if well acquainted.



Communication that implies tacit consent and using the Center's affiliation to leverage your business.



Using peer groups or other Conway Center programs as a platform to promote your business.

As a rule, when in doubt – don't give it out!

If you have any questions about the [Non-Solicitation Policy](#), contact any of the Conway Center staff members directly or email us at info@familybusinesscenter.com.