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Changing The Way People Do Business | [#BCAProud](https://twitter.com/BCAProud)

“ We believe in the power of
RELATIONSHIPS ”

Shawn Orenstein | President, Kistler Tiffany Benefits

Our Roots

Business Clubs America (BCA) brings successful entrepreneur and former NFL great, Ron Jaworski's long-time business philosophies and values to life. Throughout his years as a quarterback, businessman, philanthropist, husband and father, Ron has always lived by the philosophy that you have to get “belly-to-belly with people”. He firmly believes that interpersonal relationships are the basis for building a strong business, and throughout all the technological and social advances our society has made, a handshake and human connection remain a basic and essential business resource. These ideals became naturally instilled in his daughter Joleen who, in 2005, turned them into the foundation for the launch of BCA.



Who We Are

BCA is an elite members-only business club serving decision makers and leaders in the Philadelphia business community. Relationship Marketing is at the core of this exclusive club, which is strategically designed to help top executives develop the relationships that are integral in growing and maintaining a business. BCA is a community of business leaders who truly want to help each other succeed. The club's comfortable environment starts with exclusive category rights, and continues with the unselfish culture created for our members, by our members. Simply put, BCA is a business family.



Our Mission

To change the way people do business.

Our never ending mission is to change the way people do business; Making stories of selflessness and generosity commonplace in business. Everyday we are engaged in an effort to shift the paradigm's of business executives toward a concern for the development of a meaningful, long-term human relationship.

Relationships have a direct and significant impact on so many areas of your life, personally and professionally. We treasure the opportunity to help our member uncover all those values and relish in the successes they receive as a result.

Why BCA?

Membership in BCA provides you the platform to build key relationships with some of the most influential leaders in the Philadelphia area. It also provides you with the tools and insights to help you build even stronger relationships with those already in your circle of influence (your non-BCA relationships).

The value of your BCA Membership starts with the team dedicated to your success. Our Director of Member Relations works with you on a regular basis to help craft, execute and maintain your Relationship Marketing Strategy. Your strategy is specific to your goals, but no matter what the end-game the journey always looks the same- *stronger, more valuable relationships*.

HIGHLY VETTED PEERS

BCA's strength is a community of highly vetted business leaders who understand the importance and value of long-term relationships.

DISTINCT CULTURE

BCA Members have an unwavering devotion to BCA and upholding its distinct culture and integrity. A culture that was intentionally created to be that safe place from which the strongest relationships can be built.

BUSINESS FAMILY

There is pride and togetherness in family. BCA is a family of peers, fellow business leaders who have each others back.

“ When people band together for a common goal, they realize they can achieve far more collectively than by working alone.

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Membership Process

Typically less than 15 members are annually selected for BCA membership. This selective process, lead by our Board of Advisors, ensures that candidates meet all the classifications and requirements of the club.

1. RECOMMENDATION

A prospective member must be nominated in a category that is currently open. The prospective member will first meet with a BCA Liaison. The initial ***Membership Briefing*** is designed for the prospective member to begin learning about BCA, its culture and the interview process.

2. APPLICATION

Following the Membership Briefing, the prospective member is permitted to Apply for Interview. All applications are non-binding and merely indicate interest to learn more. Approval to interview will be granted or denied by the Board.

3. INTERVIEW

A minimum of two Board Members will be appointed on all applications. Your BCA Liaison will guide you through the entire process. We encourage you to learn as much as you can about BCA, talk with current members, and carry out your due diligence. The Board will also be carrying out its due diligence. At the conclusion of the interview process, the prospective member can knowledgably decide if they'd like to be presented to the Board for official Membership Selection. Interview stage can take anywhere from 60-90 days.

4. SELECTION

Member Candidates are presented to the Board for official selection on the second Thursday of every month. A board vote will determine if candidate is selected.

5. MEMBERSHIP NOTIFICATION

Membership candidates shall be informed of the decisions of BCA and the Board via a phone call within 24 hours.

Contact Ralph Cosenza, ralph@bcaphiladelphia.com or 215-735-2871 to learn more.