

PASSPORT TO  
SUCCESS

**BNI**®

*United States  
of America*



## Welcome to BNI4Success BNI's Greater Los Angeles Regions

We hope you have an amazing BNI experience. Below is our regional information to keep you up to date on events, advanced training and all our BNI4Success, Greater Los Angeles Chapters

### Regional Information:



**Regional Website** – **BNI4Success.com**



**Member Support** – **866-889-3466**



**Facebook Page** – **BNI4Success**

We look forward to helping you grow your business.

### **Network Powerfully!**

**Co-Executive Directors:**

**Cys Bronner - Executive Director and CRO**

**Dave Rittenhouse - Executive Training Director**



**BNI4Success,  
Greater Los Angeles**

# Welcome

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(member name)

Congratulations on becoming a BNI® Member!

Welcome to the BNI \_\_\_\_\_ Chapter.

It's great to have you as part of the team.

We:

Meet every \_\_\_\_\_ (day of week)

From \_\_\_\_\_ (time)

At \_\_\_\_\_ (venue)

\_\_\_\_\_ (address)

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Chapter Fees \$ \_\_\_\_\_

How do I pay? \_\_\_\_\_



# How to Use Your Passport

Since 1985, we have learned that the first 90 days are crucial to a New Member's success.








This Passport will allow you to create that success.

- Meet with the Mentor Coordinator for the names of the people you need to meet with and the topics you will cover.
- Plan on attending at least one or two One-to-One meetings per week.
- Have your mentor sign your Passport after your One-to-One meeting.
- Use this Passport to help you get the most from your BNI membership.
- **Visit the Regional Calendar to enroll in the Member the Member Success Program with our Training Team and meet other new members** ( the above is clickable)

*You should be able to complete the entire Passport within 90 days of your induction.*

*Make sure to keep this Passport as a reference tool.*

# **BNI Core Values**

-  Givers Gain®
-  Building Relationships
-  Life-Long Learning
-  Traditions + Innovation
-  Positive Attitude
-  Accountability
-  Recognition

## **BNI Code of Ethics**

1. I will provide the quality of services at the price I have quoted.
2. I will be truthful with the members and their referrals.
3. I will build goodwill and trust among members and their referrals.
4. I will take responsibility for following up on the referrals I receive.
5. I will display a positive and supportive attitude.
6. I will live up to the ethical standards of my profession.

*Professional standards outlined in a formal code of conduct for any profession supersede the above standards.*

### **If you need support:**






1. Talk to your Mentor Coordinator:  

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2. Talk to your Membership Committee.
3. Talk to your BNI Director/Director Consultant:  

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## **BNI Essential Websites**

Log in to or subscribe to the following resources: (All Clickable Links)

-  Regional website: **BNI4Success.com**
-  **BNIconnect**  
(Log in to update your Profile, access the Member Resource Center, complete your Biography Sheet, enter activity, etc.)
-  **BNI.com/the-latest**  
for networking articles and webinars
-  **BNI Podcast4Success.com**
-  National website: **BNI USA**

## **Additional Resource**

**Constant Social Media Networker**

## **President**

Mentor Name: \_\_\_\_\_

**Topics:** Roles, Agenda, Expectations, Weekly Commitment

Signature: \_\_\_\_\_

## **Vice President**

Mentor Name: \_\_\_\_\_

**Topics:** Rules of the Game (Policies), PALMS Report, Power of One Report

Signature: \_\_\_\_\_





## Secretary/Treasurer

Mentor Name: \_\_\_\_\_

**Topics:** Biography Sheet, Chapter Fees, Speaker Rotation, Membership Renewal Payments

Signature: \_\_\_\_\_



## Substitutes & Attendance

Mentor Name: \_\_\_\_\_

**Topics:** Expectation of Attendance, Substitute Program

Signature: \_\_\_\_\_



## Education Coordinator

Mentor Name: \_\_\_\_\_

**Topics:** Referrals vs. Leads, Chapter Education Units (CEUs)

Signature: \_\_\_\_\_



## One-to-One Etiquette

Mentor Name: \_\_\_\_\_

**Topics:** One-to-One Meeting Planner, GAINS Exchange

Signature: \_\_\_\_\_



## Chapter Tools

Mentor Name: \_\_\_\_\_

**Topics:** Slips Program, BNI Connect® Profile

Signature: \_\_\_\_\_



## Gold Club Badge

Mentor Name: \_\_\_\_\_

**Topics:** Visitors add value; Review How to Bring People, Gold Club Badge Program

Signature: \_\_\_\_\_



## Visitor Host Experience

Mentor Name: \_\_\_\_\_

**Topics:** Select a date to serve alongside the Visitor Host Team

Signature: \_\_\_\_\_



## Local Trainings

Mentor Name: \_\_\_\_\_

**Topics:** Events Calendar, Online Registration

Signature: \_\_\_\_\_



## How to Successfully Invite

**Introduction:** *What are you doing next (day)\_\_\_\_\_at (time)\_\_\_\_\_?*

**Reply:** *I have a group of business professionals I am excited to introduce you to. I am certain that many of them would benefit from meeting you. Can I register you for our next meeting?*

**Say:** *I'll be waiting for you at the door 10 minutes before start time so I can introduce you properly.*

**Do:** Keep it short and sweet. Always follow up!

Rather than trying to sell BNI, your goal is connecting them to a few people in the room.

### **AVOID SAYING THE FOLLOWING:**

BNI, Weekly Meeting, Join, Networking, Membership, Member Success Program, One-to-Ones & PALMS.

# **My Member Success Program Checklist**

- Complete Regional Member Success Program.** ( [Clickable to Regional Calendar](#) )
- Complete the Member Success Program on BNI U, BNI Business Builder**

*Remember to Print out your Completion Certificate*

Online Course: **BNI U, BNI Business Builder**

Completion Date: \_\_\_\_\_

Signature: \_\_\_\_\_



## How to Ask for a Referral

Once you have built goodwill and trust with the Members of your BNI Chapter, use the following techniques to increase the referrals you receive:

1. Be specific
2. Describe your dream referral
3. Use names of people you want to be connected to, if possible
4. Avoid generic terms like “anybody,” “everybody” and “small business”
5. Identify your ideal target market
6. Tell Members how you help your clients
7. Use the BNI Money Funnel
8. Use “Who do you know who...?”
9. Practice, practice, practice
10. Be prepared before your meeting














# GAINS Exchange

<b>G</b> oals	
<b>A</b> ccomplishments	
<b>I</b> nterests	
<b>N</b> etworks	
<b>S</b> kills	
What makes them different?	
How can they help my clients?	
How can I refer them?	



## **My BNI Checklist**

-  **Compete the Member Success Program within 30 days of induction to the Chapter**
-  **Download BNIconnect Mobile for your phone either iOS or Android**
-  **Start Collecting your fellow members contact details. Located on your Chapter's Details Page.)**
-  **Arrange for a substitute to join me at my meeting**
-  **Prepare four versions of Weekly Presentations**
-  **Give a written testimonial**
-  **Bring a visitor**
-  **Give a referral**
-  **Complete my online BNI Connect® Member Profile including the GAINS Exchange**
-  **Schedule a One-to-One with fellow members using the GAINS Exchange**
-  **Prepare my Feature Presentation**



# Ambassador One-to-Ones

Or BNI Director

Ambassador Name: \_\_\_\_\_

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Ambassador Signature: \_\_\_\_\_ (0-3 Months)

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Ambassador Signature: \_\_\_\_\_ (3-6 Months)

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Ambassador Signature: \_\_\_\_\_ (6-9 Months)

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In the absence of an Ambassador, a Director/Director Consultant may complete this One-to-One section.



“Things that are easy to do  
are easy not to do.”

*Jim Rohn*

U.S.A.

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