



## BNI® INTERVIEW

Let's help to set the expectations of membership when interviewing an applicant. Keep in mind that this is just a place to start the conversation. You can add any questions you feel are pertinent or applicable to your Chapter's needs. (Take Notes!)

Applicant's Name: \_\_\_\_\_ Date: \_\_\_\_\_

1. Why did you decide to apply to BNI®, specifically our Chapter?
2. What would you say are the strengths you bring to BNI® and our Chapter?
3. What do you expect to receive from BNI® and from our Chapter?
4. If your application to the chapter is accepted by the Membership Committee, would you be able to complete your BNI Membership payment within 24 hours after being notified?
5. Will the chapter start time pose any problems with your schedule? Are you able to stay for the full 90 minutes each week?
6. Do you have a referral relationship with people in your "sphere of influence" now? How many referral relationships?
7. What professional, social, or networking organizations do you currently belong to or belonged to in the past? Have you had any leadership roles in those organizations?
8. Approximately how many contacts do you have from the area in your database, client list, etc.?
9. What types of personal development programs and/or people skills development programs have you taken in the past?
10. Are you open to coaching?
11. BNI® has a clearly defined attendance policy. I'd like to review it with you now, so you have a clear understanding of the policy. You are allowed up to three absences within a rolling six-month period. If you have four absences during that time, you will be asked to leave the Chapter. If you have a substitute, you are not considered absent. A substitute does not have to be from your office/business. They can be anyone who is willing to attend the meeting and speak on your behalf at the meeting. Do you have questions about this attendance policy? Are you willing and able to commit to this?
12. If you cannot attend a meeting, will you be able to have a substitute present?
13. Annually, our Chapter holds a special event that focuses on increasing referrals for our Members. Are you willing to send invitations to people you believe would benefit from an increase in referrals? [Mandatory for new forming Chapters and Chapters that have an upcoming Visitors' Day.]





14. In reviewing your application, we want to make sure we understand what niche you will be representing in our Chapter. What specific products and services do you offer in your industry? Is there an area in which you specialize?
15. Is a license required to practice your profession in this state (or any neighboring states)? If so, what is your license number? Are you also bonded and insured, if required for your profession?
16. What do you like most about what you do regarding your profession?
17. Have you ever applied to another BNI Chapter? What was your experience?
18. If you have belonged to other networking organizations, what was your experience? Do you understand BNI's Policy of not belonging to other hard contact networks?
19. All new Members are required to attend a Member Success Program within the first 30-60 days of membership. You will be automatically enrolled in the online course on BNI University. Will you be able to complete this vital training?
20. All Members participate in our Passport to Success Mentor Program. Are you willing to dedicate time outside the weekly meeting to conduct One-to-Ones with your fellow Members as part of this business building activity?
21. In the next six to 12 months you will be asked to be in a leadership role. Are you willing to consider which role may be appropriate for you and step into a leadership role when the time comes?
22. Are you aware that this Chapter has additional dues to cover our venue/meal/coffee? The amount is \$\_\_\_\_\_ per week/month/quarter and it is payable to the Secretary/Treasurer upon acceptance of your Membership Application.
23. You may have noticed on your application that upon your acceptance to BNI® , fees are non-refundable without exception. Your application has not yet been accepted. Is there any part of the application review process that has made you become aware that this organization may not be a good fit for you or your business?
24. What reservations do you have about membership in BNI®?
25. Do you have any questions for me about BNI® or our Chapter?

Please let your references know that we will be calling them. This helps to expedite the application process. Thank you for your time today. The Membership Committee will let you know the status of your application before the next meeting."

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

Applicant's Name: \_\_\_\_\_ Company Name: \_\_\_\_\_

Applicant's Signature: \_\_\_\_\_

Please type your name in this box to signify this represents your mark to the items outlined above.

