

WELCOME TO BNI



THREE FAST PHASES OF BNI® MEMBERSHIP BENEFITS

Each phase lasts between two and six months, depending on how fast you engage within your chapter.



PHASE

1

LEARNING BNI AND FOSTERING CONNECTIONS

It's fun to learn how BNI works because you are meeting people, creating new relationships, and discovering ways to grow your business using networking both inside and outside BNI. Completing the Member Success Program (MSP), along with the support of your chapter, speeds you through this phase as quickly as possible.



PHASE

2

TURNING CONNECTIONS INTO STRONG BUSINESS RELATIONSHIPS

After completing MSP you are fully equipped to implement BNI's Givers Gain formula for success. Meanwhile, you'll begin to foster what becomes the most important benefit of your BNI membership: lifelong relationships with BNI members within your chapter and beyond.



PHASE

3

TRUST AND STRONG RELATIONSHIPS MAXIMIZE REFERRALS

After implementing Givers Gain, members experience a huge increase in the rate of referrals. Fellow chapter members have a better understanding of whom to refer to you and become better at qualifying referrals to improve their quality. And while your business is growing faster than you had imagined, it's become secondary to the friendships you forge with other BNI members.

MEMBER SUCCESS PROGRAM ACCELERATES YOUR BUSINESS GROWTH

BNI's Member Success Program (MSP) accelerates your movement through the Three Phases with training that:

- ✓ Makes networking fun by setting goals, keeping score by tracking results, and celebrating when you win!
- ✓ Enables you to deliver weekly presentations that generate more referrals for you.
- ✓ Reveals how inviting guests and sponsoring new members generates more referrals for your business.
- ✓ Demonstrates why chapter leadership roles accelerate your business growth and make BNI chapter meetings more fun for you.
- ✓ Teaches you the elements of a chapter feature presentation that makes it informative for your fellow members and effective at delivering more referrals for you.

Over the years we've discovered the MSP is so important that we ask you to complete it within your first 30 days and before giving your first feature presentation. This ensures you get the greatest possible benefit from that speaking opportunity.



HOW TO GET THE FASTEST POSSIBLE BENEFIT FROM YOUR BNI MEMBERSHIP:

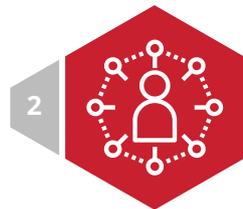
Every member of your chapter is eager and willing to schedule a one-to-one meeting with you. BNI's GAINS proprietary one-to-one meeting process make these meetings a more effective investment of your time than any ordinary business meeting. To help members get a better understanding of your business and the types of referrals that have the biggest possible positive impact for you, schedule a one-to-one each week, especially during your first weeks of BNI membership.

CORE VALUES FOR GROWING A THRIVING BUSINESS AND LIVING A HAPPY LIFE



Givers Gain®

Be willing to give first, before you expect to gain. Like the farmer who must plant seeds before crops will grow, you must invest first. This is often difficult to follow if you grew up in a transactional culture; however, giving unconditionally yields the best results.

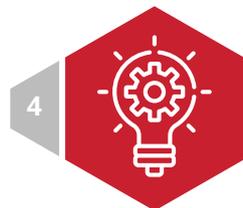


Building Relationships

No one is successful by themselves. Becoming good at developing relationships, creating a support network, and always growing your business network is the key to success in business and in life.

Lifelong Learning

Your value grows as you develop your knowledge and skills. Our world is in a constant state of change. Unless you are learning, you are falling behind. Create a curriculum based on the person you want to become and follow that curriculum to get yourself there.

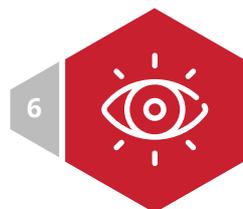


Traditions + Innovation

Traditions are your foundation while innovations are your opportunities. Always keep your feet firmly planted with your traditions while you reach to the sky to create innovation. This keeps you from losing your place in the world while you continue to strive to create a better life for others and yourself.

Positive Attitude

A habit of finding the good in everything that happens to you propels your life beyond setbacks. Those who see the best in situations, others, and themselves magnetically attract people, opportunities, and wealth.



Accountability

The only way to build trust is to make promises and keep them. Rather than expecting others to believe and accept your word, demonstrate who you are by accepting leadership roles, following through on your promises and being the one that follows through, even when it appears no one is looking.

Recognition

Tell the people around you that you appreciate what they've accomplished for you, themselves, and the organization. Recognition is the fuel that builds organizations and societies. The person who masters the art of recognition attracts a strong network.

