

“If you can create a community of like-minded people, working together, who all want to help one another, incredible things can happen.” — Dr. Ivan Misner, Founder of BNI

Purpose

As your Chapter’s BNI Visitor Host, you help your Chapter thrive – because larger BNI Chapters produce a lot more referrals and revenue for each Member. Did you know that BNI Chapters with 50 Members produce 75% more revenue for each Member than BNI Chapters with 25 Members?

Key Success Metric for BNI Visitor Hosts:
Growth in Chapter Membership

WHY BECOME A VISITOR HOST?

Connections for Your Business

Meeting every Visitor really helps!

Chapter Success

Visitor Hosts can help their Chapter thrive!

Community Impact

Businesses, families & communities benefit from your leadership!

BEST PRACTICES

Visitor Host Table

Big BNI smile, warm BNI welcome, name tags, introduction

Attendance

Update BNI Connect right after meeting (important!)

Visitor Orientation

(10 Minutes) How BNI works, investment, limited time offers, how to apply

Follow-Up

Phone call or text to the visitor within 24 hours. Follow up twice more over the next two weeks.



Possible Visitor Concerns & Suggested Responses

“Too much time required”

How much time each week do you spend marketing your business? The ROI on your time in BNI can be very high.

“Costs too much.”

It won’t happen overnight, but many of our Members receive 50 or more times their membership fee each year in new revenue.

“Early meetings”

Our Members say their BNI Chapter Meeting is the best way to start their day.

“Hard to make the weekly meetings”

Did you know we now offer three convenient options – In-Person, Online, and Hybrid?

Did You Know?

- Powerful Networking:** In the last 12 Months alone, on average, BNI Members in the USA received more than \$50,000 in Revenue + 30 New Client Referrals.
- Convenient Options:** Weekly Online, In-person, and Hybrid Chapter Meetings are available across the United States.
- World’s Largest:** BNI has more than 10,900 Chapters that meet every week in 76 countries.

For assistance in BNI’s, BNI4Success, Greater Los Angeles Regions, please contact the Executive Director or use the QR code to access our region’s website [BNI4Success.com](https://www.bni4success.com).



Cys Bronner
Executive Director

(866) 889-3466
Cys.Bronner@BNI4Success.com

Erin Eddings
Director of Operations

(866) 889-3466
Operations@BNI4Success.com