



Open Networking Manual



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Open Networking

When everyone is logged into their BNI® Online™, and before the meeting starts, use this time of approximately 15 minutes, to facilitate networking with the Chapter Members and visitors. This can be done by organizing Members into breakout rooms. [Click Here](#) for instructions on how the host can facilitate breakout rooms. We recommend the below suggested formats for breakout rooms be rotated each week to find a routine that best fits your Chapter:

- Randomly assign Members into rooms to have 1-2-1s with other Chapter Members
- Assign breakout rooms based on Power Teams
- Assign breakout rooms based on Contact Spheres
- Randomly assign Members into groups posing various networking questions such as:
 - What is a business hurdle you have overcome in the last three months?
 - How do you think being an entrepreneur has grown you personally?
 - How has the past prepared you for the present?
 - How has your business changed in the past 3-4 weeks?
 - What's a unique way to refer business to you in our current circumstances?
 - What creative ways are you finding to stay connected with people right now?
 - How is your life at home different now?
 - What businesses are you trying to frequent more now than you were a month ago?
 - What is one challenge your business is facing right now?
 - How will you change your marketing or business plan based on today's environment?
 - Are you using any unexpected skills or knowledge now more than before? What are they?
 - What helpful business resources (books, websites, etc.) have you discovered recently?
 - What are some asks you have for your BNI Community?
 - How have you been acting on BNI's Core Values?
 - How have your One-to-Ones changed?

Visitor Orientation

While most of the Chapter is participating in these breakout rooms, this is a perfect opportunity to create breakout rooms for visitors to meet with the Chapter's Visitor Host before the meeting. In this space, visitors will be given an opportunity to individually meet and talk with the Visitor Host to ask any questions and get any additional information that would be useful to have before the meeting, such as the meeting agenda infographic, found [HERE](#). Taking this opportunity to explain what a Visitor is about to experience will enhance a Visitor's engagement and connection with their visit. It is also important to highlight the significance of the visitor staying engaged and present throughout the duration of the meeting as they will have different opportunities to participate. Additionally, visitors will have the opportunity to personally meet the Visitor Host, emphasizing the importance of relationships in your referral network. See below for best practices during this Orientation:

- Encourage visitors to rename themselves with a "V-" in front of their name to distinguish themselves to the group and to ensure they receive a warm welcome!
- Distribute the meeting agenda infographic for Visitors to follow along during the meeting

- Ask Visitors questions about themselves and their business
- Give the Visitor your contact information for any follow up questions afterward
- Share about how BNI has grown your business
- Provide tips on how to stay engaged; turn your camera on, turn your microphone off, be thinking of any referral partners you may know to start generating business for the Chapter!
- Share with the visitor how they can apply to the Chapter after participating in the meeting

Post-Meeting Open Networking

Utilizing time after the Chapter meeting is another beneficial way to network with your referral partners. It is encouraged to leave the meeting line open for an additional 15 minutes to allow for Members to stay on the line and network. This is great space for Members to follow up with each other from the meeting, schedule 1-2-1s, and build stronger relationships as a Chapter. A host should remain on the meeting line as well to facilitate any breakout rooms with the Members that may be helpful. A host can create breakout rooms for the entire Chapter, or just for a select amount of people that want to be separated out to talk more about a potential lead or to clarify a referral.