

VICE-PRESIDENTIAL SUMMIT

With the mentorship programme we are running out the BNI Passport. Each new member will receive a passport to complete and part of this is to arrange a meeting with each member of the Leadership Team. Below are the topics you need to discuss with them and some notes to help you along.

BNI POLICIES

Go through ALL of the Policies. You can find them with an application form or p 4-5 in the BNI Passport. Read through them together and explain anything that seems unclear. Below are some thoughts to highlight at each policy:

- 1.) Why do we only allow ONE person from each professional classification? It is to prevent competition. It should be highlighted, though, that we do not encourage category hogging. For example, a chapter might have more than 1 lawyer. One might specialise in labour law, another in family law, another in criminal law, etc. As long as the products or services delivered are not in competition, another person can join.
- 2.) You cannot join for a hobby, for instance, an accountant moonlighting as a photographer cannot join for photography. Why not? The hobby is not a priority.
- 3.) If the meeting starts at 7:00, 06:59 is on time and 07:00 is late. The meeting lasts for 90 minutes, so make sure you book it out for 90 minutes. Your credibility and referrability suffer if you arrive late and/or leave early.
- 4.) Refer to policy #1. If an individual is a member of 2 chapters, who will he/she refer? A COMPANY may have 2 individuals as members of 2 different chapters representing them, though.
- 5.) You are allowed 3 absences in a 6-month period (this period stretches from 1 Oct – 31 Mar and 1 Apr – 30 Sept). These absences are for EMERGENCIES, NOT for going on vacation or seeing a client. You should arrange a substitute for when you go on vacation. Why is attendance so important? We cannot refer someone who is not at the meeting. You need to be at the meeting to build up relationships and credibility. Out of sight, out of mind.
- 6.) Define bona-fide referral: The person has professed a need for the member's services, you have spoken to them about it and the person is now EXPECTING a call from the member with the possibility of doing business. As for visitors, the chapter needs to grow for everyone to do more business and this can only happen if every member invites visitors.
- 7.) It only requires 2 meetings to make a decision. More than that, and you run the risk of having a "squatter". A "squatter" is a visitor who keeps visiting the chapter and so gets the benefit of a BNI membership without making a commitment, being screened or paying.
- 8.) The Door Prize is a way of bringing the FUN into the FUNdamentals. Every meeting needs a little fun and the door prize adds to this.

- 9.) Medical leave will not be approved for a sniffle. Medical leave needs to be approved BEFORE it is taken, e.g. for an operation, loss of a family member or another serious situation, but the member should still attempt to have a substitute. Remember, out of sight, out of mind. A spur of the moment illness would count as an absence, not medical leave.
- 10.) If a visitor attends the chapter and you feel their services/products are in competition with your own, it is YOUR responsibility to discuss it with the membership committee. Do not assume they will know it is a conflict of interest. If the visitor submits an application and it is approved, it is TOO LATE to file a concern.
- 11.) Just because you are a good mechanic does not mean you will make a good lawyer. New references must be submitted and experiences checked. Above and beyond this, a new classification might be in conflict with another member.
- 12.) See #13.
- 13.) The Membership Committee evaluates each member on their adherence to the BNI policies, Code of Ethics, commitment to the chapter and complaints filed by other members (if any). If they find the member violating any of these, they may put them on probation. If the member does not keep to the terms of their probation, the membership committee may open their classification and terminate the membership.
- 14.) The Leadership Team here refers to the President, Vice-President and the Secretary/Treasurer. These three roles will have their membership fees frozen (i.e. they do not pay for their membership during their term) as long as they fulfil the specific requirements of their roles for the duration of their term.
- 15.) The policy says it all.
- 16.) Relates to policy #1 and #4.
- 17.) We are a Referral Marketing organisation – not a Spam Folder Filling organisation. Apart from being against the BNI policies, to use the members' details for anything other than BNI or referral related communication, unless you have the member's permission, can seriously damage your reputation and credibility with the other members.
- 18.) On your application form you committed to going for MSP (Member Success Program) training within a certain period. This is VERY important as it will help you make the most of your membership and help the entire chapter, besides giving you training on how to do your weekly and featured presentations effectively. Write the date for the next MSP training in your diary ASAP.
- 19.) You will receive information on where the policies come from and how they can be changed at the MSP training.