



WELCOME!

BNI Passport to Success



## OUR CORE VALUES

BNI is built on a set of guiding principles which form the foundation on which members interact, conduct themselves and fulfill their goals. At BNI, we're Changing the Way the World does Business®.

01

### Givers Gain®

Givers Gain is the underlying philosophy of BNI. We exemplify that by giving business to others; you will get business in return

02

### Lifelong Learning

We believe in the continuous improvement of personal and professional skills. BNI provides a variety of opportunities to support lifelong learning.

03

### Traditions + Innovation

Tradition in an organization tells us where we come from and lays the foundation of who we are, but we must always be looking for ways to innovate.

04

### Positive Attitude

BNI provides an environment that enables you to surround yourself with people who want to help you succeed.

05

### Building Relationships

Networking is more about farming connections with new contacts than hunting for them. People want to do business with people they know and trust. It's about cultivating those relationships.

06

### Accountability

If you want to have a powerful personal network, you must have accountability. Otherwise, it becomes a social group.

07

### Recognition

It's important to recognize those who are contributing.



## VISION

*Changing the Way the World Does Business*

## MISSION

Help BNI members increase their business through a structured, positive and professional word-of-mouth program that enables them to develop long term, meaningful relationships with quality business professionals.

## PHILOSOPHY

***Givers Gain® -***

Success in BNI means you need to be a positive and supportive member of an organization based on mutual support. This requires commitment to your fellow members as well as the philosophy of Givers Gain: By giving business to others, you will receive business in return.



## PRESIDENTIAL VISIT

### TOPIC:

- Leadership Team Roles
- Explain Meeting Agenda
- Possibility of serving on the Leadership Team

“If you settle for good, you’ll never be great.”

## VICE PRESIDENTIAL SUMMIT

### TOPIC:

- BNI Policies
- PALMS and Power-of-One Report
- Personal Power-of-One Report

“Buying a seat at the table is easy, earning the trust of those around the table requires investment. TRUST TAKES TIME!”



## SECRETARIAL RETREAT

### TOPIC:

- Completion of Bio Sheet
- Payment of accounts (BNI and Chapter)
- BNI Connect Profile

“An empty profile on BNI Connect is like taking out a fullpage ad and leaving it blank.” Dr. Ivan Misner

## MEMBERSHIP COMMITTEE SESSION

### TOPIC:

- Substitute Program
- Attendance Policy
- Visiting other Chapters

“80% of success is showing up!” Woody Allen



## EDUCATION CO-ORDINATOR CLASS

### TOPIC:

- Referrals vs Leads
- Importance of referrals
- CEU's
- BNI U

“Opportunity is missed by most people because it is dressed in overalls and looks like work.” Thomas Edison

## VISITOR HOST GALA

### TOPIC:

- What being a Visitor Host entails
- Arrange a date to be a Visitor Host for a meeting

“A good networker has two ears and one mouth and should use them both proportionally.” Dr. Ivan Misner



## GROWTH CO-ORDINATOR INDABA

### TOPIC:

- How to invite visitors
- Difference between visitors and guests
- Importance of having visitors and guests
- Registering on BNI Connect

“Success is the ability to go from one failure to another with no loss of enthusiasm.”

## MEMBER VISA 1-2-1'S

### TOPIC:

- How to download and use the 1-2-1 planner
- How to do a great 1-2-1 (GAINS profile, etc)

“Ability is what you are capable of doing. Motivation determines what you do. Attitude determines how well you do it.” Lou Holtz



## MEMBER VISA “I HAVE’S”

### TOPIC:

- Referrals (Inside and Outside)
- CEU’s (Chapter Education Units)
- TYFCB (Thank You for Closed Business)
- 1-2-1’s
- Online slips
- BNI Connect App
- Testimonials

## FORMS TO BE COMPLETED

- 30 Day Touch Base
- 90 Day Review
- 5 Month Questionnaire
- 7 Month Check In

“Commitment means staying loyal to what you said you were going to do long after the mood you said it in has left you”



THANK YOU!

