

PASSPORT TO SUCCESS!

The BNI logo is displayed in a bold, red, sans-serif font. The letters 'B', 'N', and 'I' are large and blocky. A small registered trademark symbol (®) is located to the right of the 'I'. The logo is centered within a white rectangular box.

BNI®

United States of America

Welcome!

Member name

Congratulations on becoming a BNI[®] member!

Welcome to BNI[®] _____ Chapter.

It is great to have you as part of the team!

We:

Meet every _____ (Day of the week)

from _____ to _____ (Time)

at _____ (venue)

_____ (venue address)

Chapter fees \$ _____

How do I pay? _____

My BNI® checklist

Complete the Member Success Program® within 30 days
Listen to a BNI® podcast on BNI® Business Builder
Put business cards in a business card caddy
Complete the online BNI Connect® member profile include the GAINS Exchange®
Schedule a One-to-One with fellow members using the biography sheet and GAINS Exchange®
Prepare for weekly presentations
Complete three Chapter Education Units
Arrange a substitute to join me at my meeting
Give a testimonial
Prepare my feature presentation
Bring a visitor
Give a referral
Attend training on BNI® Business Builder

How to use your BNI® passport

Since 1985, we have learned the first 90 days are crucial to a new member's success. This Passport will allow you to create that success.

- Meet with the mentor coordinator for the names of the people you need to meet with and the topics you will cover.
- Plan on attending at least two One-to-One meetings per week.
- Have your mentor sign your passport after your one-to-one meeting.
- Use the checklist on the previous page to help you get the most out of your BNI® membership. You should be able to complete the entire passport within 60 days. Make sure to keep this passport as a reference tool.

BNI® Core Values

Givers Gain®

Building Relationships

Lifelong Learning

Traditions + Innovation

Positive Attitude

Accountability

Recognition

**To learn more about each core value, review the core values course and BNI® Business Builder.*

BNI[®] Code of Ethics

- 1) I will provide the quality of service at the prices I have quoted.
- 2) I will be Truthful with the members and their referrals
- 3) I would build goodwill and trust amongst members and their referrals
- 4) I will take responsibility for following up on the referrals I receive
- 5) I will display a positive and supportive attitude
- 6) I will live up to the ethical standards of my profession

**Professional standards outlined in a formal code of conduct for any profession supersedes the above standard.*

If you need support

Talk to your Mentor Coordinator: _____

Talk to your Membership Committee: _____

Talk to your BNI[®] Director Consultant: _____

BNI® Essential Websites/Apps

Log into to subscribe to or download and follow the resources:

BNI Connect® Mobile App
(IOS or Android)

bniconnect.com

(Log in to update your Profile, access member Resource Center, complete your Biography Sheet and enter activity, etc.)

bnibusinessbuilder.com

(Log in to complete Chapter Education Units)

BNI® Business Builder App
(IOS or Android)

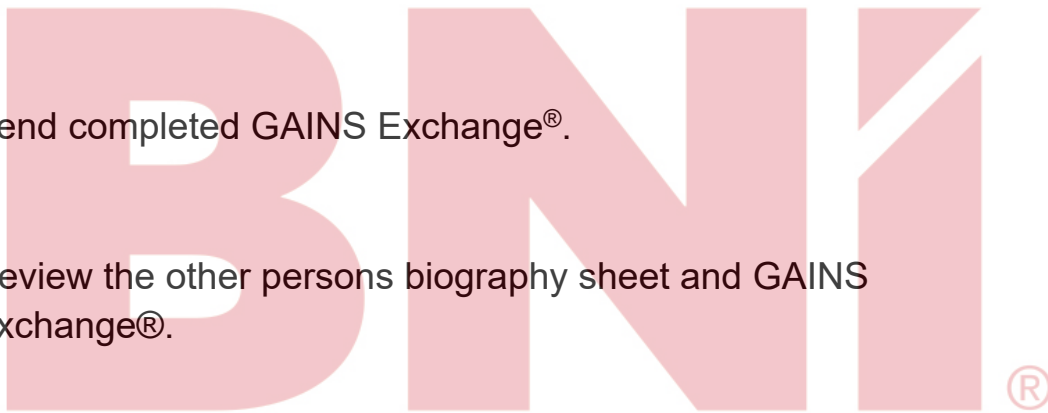
bni.com/thelatest

for networking articles and webinars

Regional Website: _____

How to have an effective One-to-One

- Schedule and confirm One-to-Ones in advance.
- Send completed biography sheet.
- Send completed GAINS Exchange®.
- Review the other persons biography sheet and GAINS Exchange®.
- Think about what you need to know to trust the person.
- Try to identify two referrals you can give after the One-to-One.



Local Trainings

Mentor Name: _____

Topics: BNI® Business Builder, events calendar and online registration.

Signature: _____

Substitutes & Attendance

Mentor Name: _____

Topics: Expectations of Attendance and Substitute Program.

Signature: _____

One-to-One Etiquette

Mentor Name: _____

Topics: Biography Sheet, GAINS Exchange®, VCP process.

Signature: _____

Secretary Treasurer

Mentor Name: _____

Topics: Biography Sheet, Chapter Fees, Speaker Rotation and Membership Renewal Payments

Signature: _____

Education Coordinator

Mentor Name: _____

Topics: Referral vs Leads, Chapter Education Units, BNI® Business Builder

Signature: _____

Vice President

Mentor Name: _____

Topics: Rules of the game (policies) and The Power of One Report.

Signature: _____

Chapter Tools

Mentor Name: _____

Topics: BNI Connect® Mobile App, Reporting Activity and your BNI® Connect Profile.

Signature: _____

President

Mentor Name: _____

Topics: Roles, Agenda, Expectations and Weekly Commitment.

Signature: _____

Gold Club Badges

Mentor Name: _____

Topics: Visitors add value, Review How to Bring People and Gold Club Recognition.

Signature: _____

Visitor Host Experience

Mentor Name: _____

Topics: Have 1, One-to-One with Visitor Host, select a date to serve alongside the Visitor Host Team.

Signature: _____

How to Successfully Invite

Introduction: What are you doing next (day)_____ at _____ time?

Reply: *I have a group of business professionals I am excited to introduce you to. I am certain that many of them would benefit from meeting you. Can I register you for our next BNI® meeting?*

Say: *I'll be wait for you at the door 10 minutes before start time so I can introduce you properly.*

Do: Keep it short and sweet. Always follow up!

Rather than try to sell BNI®, your goal is connecting them to a few people in the room.

Avoid Saying the Following: Weekly Meeting, Join, Networking, Membership, Member Success Program and One-to-One.

How to Ask for a Referral

Once you have built goodwill and trust within the members of your BNI® chapter use, the following techniques to increase the referrals you receive:

- 1) Be specific.
- 2) Describe your dream referral.
- 3) Use the names of people you want to connect with.
- 4) Avoid generic terms like anybody, everybody and small businesses.
- 5) Identify your ideal target market.
- 6) Tell members how you help your clients.
- 7) Use the BNI® Money Funnel.
- 8) Use “Who do you know...?”
- 9) Practice, practice and practice
- 10) Be prepared before your meeting.

Ambassadors 1-2-1

Ambassador Name: _____

Role of Regional Team

How to Network Across Chapters

Regional Events

Identify Contact Sphere Professionals

Signature: _____

In the absence of an ambassador a director consultant may complete this one-to-one section.

Notes:

BNI®