



## BNI Founding Region Master Networker Qualification Form

To qualify for the Master Networker Ribbon, you must attend all seven (7) of the following Advanced Member Success Program (MSP) workshops and the Basic MSP during a 12-month period. Please note that BASIC MSP must be completed prior to attending your first Advanced MSP training.

### Advanced MSP Workshop Courses

**Profitable Introductions** - This workshop will define the Purpose of a Profitable Introduction, identify and address barriers to overcome, and help you define your business and your Lowest Common Denominators (LCDs). You will begin actual construction of more impactful SMMs and practice them in a group setting, and produce a small, improved 'SMM arsenal' to bring back to your chapter for immediate use.

**Effective Keynote Presentations** - The purpose of this workshop is to use your LCDs to develop highly impactful 6/8/10 Minute Keynote Presentations. You will learn the Dos and Don'ts that can make, or break, a good presentation. You will participate in the actual construction of a Keynote Presentation that you can polish and practice for your next keynote speech in your chapter, using a recommended Presentation Flow Chart to design a powerful presentation.

**Referral Mindset** - The purpose of this workshop is to help the members understand the difference between a referral and a lead, how to receive consistent referrals at a higher level, and how to develop the proper "referral mindset" so that they can build their referral businesses.

**Effective One to One Meetings** – The purpose of this workshop is to help the members understand how they can have more effective and productive one to one meetings.

**Building Power Teams** - This course will give you a better understanding of Contact Spheres. It will also teach you the difference between a functioning Power Team and a Contact Sphere and help you get a start on building your Power Team in a way that is logical, strategic and incremental. This training should be attended by you and potential members of your future power team!

**Hidden Opportunities** - Are you getting as much value as possible from your BNI chapter meeting? If you're like most of us, you are missing some Hidden Opportunities. This training will focus on four techniques that you can use to maximize your return on your time investment.

**Inviting Simplified** – The purpose of this workshop is to help the members understand the inviting process and how they can become more effective in their inviting efforts.

### ONCE YOU HAVE COMPLETED THE ABOVE 7 WORKSHOPS AND BASIC MSP FOLLOW THE BELOW STEPS.

1. COMPLETE THE FORM BELOW AND RETURN IT TO YOUR CHAPTER DIRECTOR FOR REVIEW.
2. YOUR DIRECTOR WILL THEN REVIEW AND VERIFY THE INFORMATION.
3. MEMBER WILL RECEIVE THEIR MASTER NETWORKER RIBBON FROM THEIR CHAPTER DIRECTOR.

COURSE NAME	NAME OF TRAINER	DATE ATTENDED
Member Success Program (MSP)		
Profitable Introductions		
Effective Keynote Presentations		
Referral Mindset		
Effective One to One Meetings		
Hidden Opportunities		
Building Power Teams		
Inviting Simplified		

Name: \_\_\_\_\_

Chapter Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

PLEASE CONTACT YOUR CHAPTER DIRECTOR WITH ANY QUESTIONS