PASSPORT TO

SUCCESS!

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 2 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 or an Advanced Training

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 1-2-1 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.
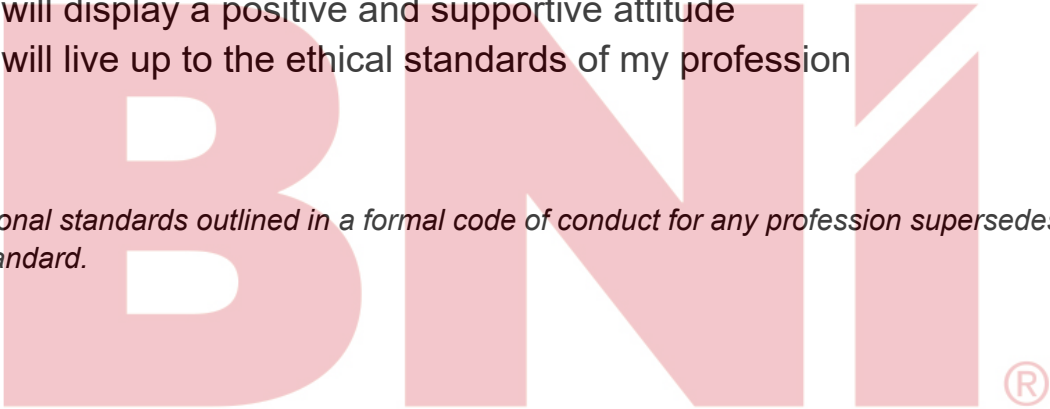
If you need support

Talk to your Mentor Coordinator: _____

Talk to your Membership Committee: _____

Talk to your BNI® Director Consultant: _____

BNI® Essential Website/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.)

https://www.schoox.com/login.php
(Log in to complete Member Success Program and Chapter Education Units)

BNI® Business Builder App
(IOS or Android)

bni.com/the latest
for networking articles and webinars

Regional Website: _____

How to have an effective 1-2-1

- **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: _____

1-2-1 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 and 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, 1-2-1 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. (In Person Meeting)

or *I'll log in 10 minutes before start time so I can introduce you properly. (Virtual Meeting)*

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 1-2-1.

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: