

Marks of a Successful BNI Member

- I arrive at the meeting each week 5 to 10 min. early
- I use open networking effectively.
- I follow up on the referrals I receive in a timely manner.
- I come prepared for the meeting with:
 - My 45 second commercial
 - At least one referral or testimonial
- I give qualified referrals.
- I schedule and complete at least 1 dance card per week.
- I attend MSP at least once a year.
- I attend all the Advanced training courses offered.
- I prepare and give my 10 minute presentation as scheduled.
- I serve or have served on the Chapter's leadership team.
- I have a trained substitute to attend the meeting if I am absent.
- I call my substitute in advance of my absence and provide them with a script for my 45 second commercial.
- I share the benefits of BNI and invite people from other business, social and family functions I attend.
- I invite at least 1 visitor per week.
- I document the referrals I give and receive.
- I set goals regarding the number of referrals I give and receive.
- I have read and applied information from Dr. Ivan Misner's books on networking. (World's Best Known Marketing Secret, Business By Referral, Masters of Networking, Masters of Success, It's in the Cards, Truth or Delusion)