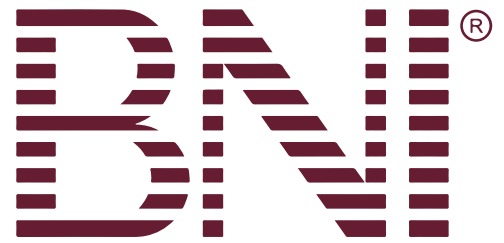


# YOU'VE BEEN INVITED

## TO A BNI® CHAPTER MEETING, A NEW WAY TO DO BUSINESS:



This meeting gives you the chance to meet several members of your local business community. These introductions could lead to new partners, customers or suppliers which can improve the value of your business.



WE LOOK FORWARD TO WELCOMING YOU AS A GUEST

## WHAT TO EXPECT WHEN YOU ATTEND THIS MEETING:



To generate the biggest possible impact for you and your business, in the shortest time, BNI chapters operate by a 90-minute agenda. Each week, BNI members in more than 9,000 chapters around the world use this agenda to grow their businesses.



You are invited because someone saw that your business could benefit from BNI membership and thought you could have a positive impact on the chapter.



BNI chapters track referrals, assign a value and keep a scoreboard to help make trading business fun. You'll hear statistics like referrals given, referral goals, and income generated.



In BNI, generating money for other members becomes a game. And the best part, more players mean more referrals and a higher score. More referrals because new members give long-time members a new person to make referrals to and to generate referrals from.

## WHAT YOU CAN DO TO PREPARE:

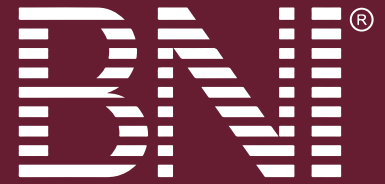
Visitors like you attend chapter meetings all the time. Members are excited to meet you and make every effort to make the experience fun and productive for you. Think of it as an invitation to a fun party, with an agenda.

The only portion of the agenda you need to concern yourself with now, is introducing yourself. You'll have a few seconds to give your name, your business, the problems you solve and your target customer. It's that easy. One last detail is to remember to give your name at the end of your introduction as well to help members remember you when they have someone to refer.

## WHAT CAN HAPPEN AFTER YOU ATTEND THIS MEETING:

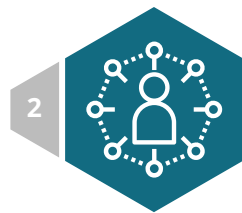
When members agree you are a good fit for the chapter, you will be invited to apply for BNI membership. BNI Membership helps you generate more sales with consistent growth, less effort and lower cost than other marketing methods.

# CORE VALUES FOR GROWING A THRIVING BUSINESS AND LIVING A HAPPY LIFE



## Givers Gain®

Be willing to give first, before you expect to gain. Like the farmer who must plant seeds before crops will grow, you must invest first. This is often difficult to follow if you grow up in a transactional culture; however, giving unconditionally yields the best results.

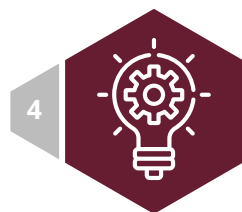


## Building Relationships

No one is successful by themselves. Becoming good at developing relationships, creating a support network and always growing your network is the key to success in business and in life.

## Lifelong Learning

Your value grows as you develop your knowledge and skills. Our world is in a constant state of change. Unless you are learning, you are falling behind. Create a curriculum based on the person you want to become and follow that curriculum to get yourself there.

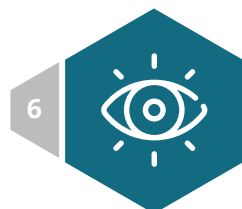


## Traditions + Innovation

Traditions are your foundation while innovations are your opportunities. Always keep your feet firmly planted with your traditions while you reach to the sky to create innovation. This keeps you from losing your place in the world while you continue to strive to create a better life for others and yourself.

## Positive Attitude

A habit of finding the good in everything that happens to you propels your life beyond setbacks. Those who see the best in situations, others and themselves magnetically attract people, opportunities and wealth.



## Accountability

The only way to build trust is to make promises and keep them. Rather than expect others to believe and accept your word, demonstrate who you are by accepting leadership roles, following through on your promises and be the one that follows through, even when it appears no one is looking.

## Recognition

Tell the people around you that you appreciate what they've accomplished for themselves, you and the organization. Recognition is the fuel that builds organizations and societies. The person who masters the art of recognition attracts a strong network.

