

ACTIVATE with a Visitor's Day!

— — — → Each One. Reach One.

WHAT?



A structured program designed to support your chapter with growing your referral team. This program includes 5 weeks of preparation with tiered goals along the way. It culminates in a BIG event that results in 5-10 new referral partners joining your chapter in one day! All qualifying Visitor's Day events must fall between April 1, 2021 and June 2, 2021.

WHY?



Every member in your chapter has a goal to grow their business in 2021. To grow EVERY business in your chapter, we need to make sure every member has the right referral partners in the meeting each week.

HOW?



1. Select 1-3 Growth Champions in your chapter who can lead the chapter through the Visitors Day program and attend the Visitors Day Training series.
2. Select the date for your Visitors Day Event.
3. Use the QR code below to select your Growth Accelerator and get on the list to receive weekly support materials by **March 12, 2021**.



SCAN ME

or
Click Here

WHAT SUPPORT IS AVAILABLE FOR OUR CHAPTER?



WEEK 1

How to inspire your chapter to want to do a Visitors Day

How to help your chapter set a growth goal that they believe in

How to identify potential referral partners



WEEK 2

The Why and How Behind Weekly Accountability and Recognition

How to invite (email and social media templates provided).



WEEK 3

The Why and How Behind Weekly Accountability and Recognition

How to communicate with your invitees.



WEEK 4

Preparing for an amazing Visitor Day Event
Value of Follow Up



WEEK 5

After the Event: Best Practices

ACTIVATE Member Webinar on March 5, 2021 at 12:00pm EST

REGISTER NOW

Weekly Success Calls with your Director Consultant to guide you through the Growth Accelerator.

Weekly emails from Michelle Kline, US 3+1 Fill Manager, with power point slides, education moments, networking tips, success stories, videos and more!

Weekly Training Support Series with Support Documents for your Growth Champions!

If you would like to do a Visitor's Day in April, please join our Training Series starting March 16th

REGISTER NOW

If you would like to a Visitor's Day in May, please join our Training Series starting April 20th

REGISTER NOW

ACTIVATE with a BNI Game!

Each One. Reach One.

WHAT?



The BNI Game is a great tool for Chapters looking to increase Member participation and have some fun doing it! The BNI Game allows a chapter to focus on the BNI fundamentals and engage every member. The Chapter has an opportunity to develop friendly competition while growing their referrals and their referral team! The BNI Game is a six-to-eight-week program. All qualifying BNI Games must fall between April 1, 2021 and June 2, 2021.

WHY?



Every member in your chapter has a goal to grow their business in 2021. The BNI Game engages every member and gives recognition to the members/teams that are fulfilling their commitments to their fellow referral partners. The BNI Game is a fun and interactive way to grow each other's businesses.

HOW?



1. Select 1-3 Growth Champions in your chapter who can lead the chapter through the BNI Game and attend the BNI Game Training series.
2. Use the QR code below to select your Growth Accelerator and get on the list to receive weekly support materials by **March 12, 2021.**



or
Click Here

WHAT SUPPORT IS AVAILABLE FOR OUR CHAPTER?



WEEK 1

How to inspire your chapter to want to do the BNI Game

How to set goals for the BNI Game



WEEK 3

How to have keep the energy high during the BNI Game

How to have fun with the BNI Game



WEEK 2

How to Create a Scoreboard

How to Determine Teams

How to Determine prizes

How to roll-out the game to your members



WEEK 4

The Why and How Behind Weekly Accountability and Recognition

ACTIVATE Member Webinar on March 5, 2021 at 12:00pm EST

REGISTER NOW

Weekly Success Calls with your Director Consultant to guide you through the Growth Accelerator.

Weekly emails from Michelle Kline, US 3+1 Fill Manager, with power point slides, education moments, networking tips, success stories, videos and more!

Weekly Training Support Series with Support Documents for your Growth Champions!

If you want to participate in a BNI Game in early April, join the BNI Game training series starting March 16

REGISTER NOW

If you would like to participate in the BNI Game in late April, join the BNI Game Training Series starting April 20

REGISTER NOW



ACTIVATE with a Contact Sphere Challenge!

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WHAT?



A growth program designed to target specific professions needed to balance the contact spheres. When we have balanced contact spheres in a chapter, we ensure every member has an equal opportunity for success. The chapter will review the current membership, current contact spheres and create a weekly focused inviting schedule to meet the needs of the chapter. All Contact Sphere Challenge events must fall between April 1, 2021 and June 2, 2021.

WHY?



Every member in your chapter has a goal to grow their business in 2021. Our most successful members have at least 7 members in their "Contact Sphere." We know that 50-60% of a member's referrals typically come from someone in their contact sphere. When Chapters have a minimum of 6 complete contact spheres, they can easily be thriving at 40+ members.

HOW?



1. Select 1-3 Growth Champions in your chapter who can lead the chapter through the Contact Sphere program and attend the Contact Sphere Training series.
2. Use the QR code below to select your Growth Accelerator and get on the list to receive weekly support materials by **March 12, 2021.**



or
Click Here

WHAT SUPPORT IS AVAILABLE FOR OUR CHAPTER?



WEEK 1

How to inspire your chapter to do a Contact Sphere Challenge

Review of 8x6 Contact Sphere

Understanding Contact Spheres and determining openings in your chapter



WEEK 2

How to support the Chapter with Goal setting

WEEK 2 (cont)

How to engage every member in creating an equal opportunity for success



WEEK 3

Focused Inviting Tips, Tricks and Resources



WEEK 4

Preparing for a Focused Inviting Day Event

ACTIVATE Member Webinar on March 5, 2021 at 12:00pm EST

REGISTER NOW

Weekly Success Calls with your Director Consultant to guide you through the Growth Accelerator.

Weekly emails from Michelle Kline, US 3+1 Fill Manager, with power point slides, education moments, networking tips, success stories, videos and more!

Weekly Training Support Series with Support Documents for your Growth Champions!

If you would like to do a Contact Sphere Challenge in April, please join our Training Series starting March.

REGISTER NOW

If you would like to a Visitor's Day in May, please join our Training Series starting April 20th.

REGISTER NOW



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BNI SCORE CARD

Scorecard & Points Template:

TEAM _____ DATE _____ WEEK# _____ OF _____

MEMBER NAME	ON TIME ARRIVAL	VISITOR FOR OPEN CATEGORY	NEW REFERRAL	REFERRAL BECOMES SALE	ONE-TO-ONE	ABSENT NO SUB
COLUMN TOTALS						

THIS WEEK'S TEAM TOTAL	
ADD LAST WEEK'S TEAM TOTAL	
TEAM TOTAL TO DATE	

POINT SCHEDULE

- | | |
|---|-------------|
| + | points |
| + | points each |
| + | points each |
| + | points |
| + | points each |
| - | points |

Great ideas for Point Schedule categories could be On-Time Arrival, Qualified Visitor for Open Category, Sponsor a Member, New Qualified Referral, One-to-One with a Chapter Member, and Absent with no Substitute (for the last category, which is subtracted).



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BNI CONTACT SPHERE

EVENTS	MARKETING SERVICES	BUSINESS SERVICES	REAL ESTATE	TRADES	HEALTH & BEAUTY
PHOTOGRAPHER []	DIGITAL MARKETING []	FINANCIAL ADVISOR []	RESIDENTIAL AGENT []	BUILDER []	CHIROPRACTOR []
TRAVEL AGENT []	GRAPHIC DESIGNER []	ACCOUNTING SRVS []	MORTGAGES []	HVAC []	MASSAGE THERAPIST []
CATERER []	MARKETING SERVICES []	BANKING SERVICES []	P & C INSURANCE []	PAINTER []	GENERAL DENTIST []
EVENT PLANNER []	PROMOTIONAL ITEMS []	IT SERVICES []	CLEANING SERVICES []	ELECTRICIAN []	SUPPLEMENTS []
GIFTS []	PRINTER []	COMMERICAL INSURANCE []	SECURITY SYSTEMS []	PLUMBING []	ALT WELLNESS []
FLORIST []	SIGN COMPANY []	BUSINESS LAW []	REAL ESTATE LAW []	INTERIOR DECORATOR []	COSMETIC/SKIN CARE []
EVENT VENUE []	MEDIA SERVICES []	TELECOM []	TITLE SERVICES []	LANDSCAPE SERVICES []	FINE JEWELRY []
BAKER []	PRINT ADVERTISING []	HEALTH INSURANCE []	INSPECTOR []	FLOORING []	SUPPLEMENTAL INS []
WINE MERCHANT []	COPYWRITER []	CREDIT CART []	PROPERTY MANAGEMENT []	ROOFING & GUTTERS []	CLOTHING/ACCESSORY []
EVENT MARKETER []	VIDEOGRAPHER []	BUSINESS ADVISOR []	PEST CONTROL []	RENOVATIONS []	PERSONAL TRAINER []
DJ/MUSICIAN []	RADIO ADVERTISING []	OFFICE MACHINES []	CARPET CLEANING []	BUILDING MATERIALS []	EYE CARE []
HOTEL/RESTAURANT []	EMBROIDERY []	EMPLOYMENT []	MOVING COMPANY []	WINDOWS/DOORS []	ACUPUNCTURE []