

Advanced Member Success Series

BNI Workshops



BNI Atlanta is providing our members a monthly Advanced Workshop Series to further develop and enhance their BNI experience to become more effective and efficient at getting better results with referral marketing and business development skills.



The Advanced Workshops are held online the **1st Monday of each month from 8:30-10:30 AM**. These workshop events are for our BNI Atlanta Members **ONLY**. Participants will develop strategies and action items for more results in their business and BNI® membership. Please register on the [BNI Atlanta Calendar](#).

»» **Productive 1:1's:** (January and July)

This workshop will:

- Position you to take control of your referral relationships
- Teach you a step-by-step procedure for efficient and productive one-to-one meetings
- Allow you to nurture long-lasting relationships with your members
- Be a fun networking opportunity with dynamic, energetic, and like-minded professionals

»» **Weekly Presentations:** (February and August)

This workshop will:

- Double the impact of your weekly presentation
- Provide a plan and procedure to create effective Weekly Presentations
- Help your referral partners know what to say when they find a referral for you
- Be a fun networking opportunity with dynamic, energetic, and like-minded professionals

»» **Visitors:** (March and September)

This workshop will:

- Inviting Strategically
- Leveraging your relationships
- Building Your Team
- The Architecture of your network

»» **Featured Presentations:** (April and October)

This workshop will:

- Make it easy to create powerful and results-driven presentations.
- Provide detailed outlines to help you craft effective Feature Presentations.
- Planning and inviting the right visitors for your own success.
- Help you make it comfortable for your referral partners to bring you up in conversation.
- Be a fun networking opportunity with dynamic, energetic, and like-minded professionals.

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» **Generating Referrals:** (May and November)

This workshop will:

- Generating Referrals Advanced Member Success Series helps create distinctions between passive, active and proactive referral generation.
- Subsequently, participants learn to give and receive more referrals.
- Scripting referrals to warm them up for success.
- In the session, participants put the education to work by creating an action plan to motivate their referral partners to pass them more business.

» **Referral Marketing:** (June and December)

This workshop will:

- Goal setting to get results
- Leveraging your relationships inside and outside of BNI
- Networking Strategies
- Rediscovering your business
- Ways that others can promote you

» **Power Teams Skills Workshop:** (TBD)

This workshop will: (2 Hour Workshop)

- Contact Sphere vs. Power Team
- Activities for Discovery
- Benefits of Building Your Power Team
- Power Team Meetings – Agenda
- Team Action – 7 IPA's