

BNI Energize Now: New Member Information Sheet

www.bni.com	Official BNI Website
www.bni-mi.com	BNI Michigan website- In the lower-left of the main page, click on member resources and use the username "mispresources", and password "education" for one-to-one planner and 30 second commercial helpers.
www.bniconnect.com	BNI's online member portal; track your BNI meetings, referrals, and information online
http://www.bnipodcast.com	Official podcast blog of BNI offering training, tips, and suggestions for referral-based marketing
http://www.rochesterbni1.com	Our chapter's official website. Bookmark it on your cell phone as well, as it contains all of the names and contact information for everyone in our group
https://www.facebook.com/BNIENERGIZENOW/	Please LIKE and follow our chapter's specific Facebook page. Try to connect with members on this page and like both their personal and professional business pages.
Rochesterbni1@googlegroups.com	Our email account for the group; your email address has been added when you joined. Sending emails to this address from your registered account sends an email blast to everyone in the group.
https://www.rainedout.net/team_page.php?a=f0fde4bfc724e1d191d6	Subscribe to our text notification service. It is mostly used for meeting location changes and reminders. Visit the link to add your cell#.

Group Notes:

- Meeting time is from 7:00am.-8:30am. Allow for ample networking time before and after each week
- Attendance is mandatory. Per BNI policy, 3 absences and 3 substitutes are allowed every 6 months. Two lates (or two times leaving early) count as 1 absence.
 - o If you will be absent, contact the membership committee or leadership team to let them know.
 - o Send a substitute in your absence! Friends, family, previous members and customers are great subs; try to find someone that would be good to keep on standby to sub at a moment's notice.
 - o Sending a fellow co-worker who works in your office is considered an "extension of your business" and DOES NOT COUNT AS A SUB.
- One-to-One's are a great way to meet other members in the chapter. Try to plan for at least one a week. Complete your One-to-One planner (<http://www.rochesterbni1.com/1-2-1.doc>) and require one from the other party when you meet. They should be mutually passed at each One-to-One meeting you have.
- In bad weather, if the Rochester Public Schools are closed, or are on a weather delay, we do not meet.
- If you would like to create a Power-Point for your 8-Minute Presentation, email Cheryl.vandrie@gmail.com to schedule.

<p>BNI Referral Slip</p> <p>Referral slips are used to:</p> <ol style="list-style-type: none"> 1. Report and track referrals you pass to other members. 2. Record when you have a first time visitor present at your BNI meeting. <p>Before you pass a referral and turn in the referral slip at your BNI meeting, make sure you have contacted the person you are referring. You know you have a "qualified referral" when the person you are referring is expecting a call from your member with anticipation.</p>	<p>Please see the tips on the left to learn more about the slips that are passed at the BNI meetings each week. If you submit these electronically on BNI Connect, DO NOT fill out paper slips in the meeting</p> <p>Referrals- PINK slips Do not send the same referral twice; if you're unsure, follow up with that member before submitting again.</p> <p>1-2-1's: BLUE slips When you meet with a member in a 1-2-1 setting, make sure one of you fills these out.</p> <p>CEU's: GOLD slips Submit these slips when you attend a training, or listen to podcasts or increase your BNI education</p> <p>TYFCB: GREEN slips Submit one of these to thank someone else in the group when they pay you. Tracking the \$ amount of closed business you received from them.</p>	
<p>One-to-One Slip One-to-ones are key to relationship building and learning how to pass referrals to your members. Use the light blue One-to-one slips to report One-to-one meetings you have completed.</p>	<p>CEU Slip There is a direct correlation between networking education you complete and revenue you generate from referrals. Use the goldenrod CEU slips to report training and education you achieve.</p>	<p>TYFCB Slip It is up to the member who receives a referral to acknowledge the member that passed them the referral. Use the light green TYFCB slips to report revenue you generate from referrals you receive. When you turn in this slip, you remain anonymous. Be consistent in your reporting.</p>