

WELCOME VISITORS!

We are very pleased to have you visit our group. **BNI** offers members the opportunity to share ideas, contacts and most importantly, **business referrals**. Being a member of BNI is like having sales people working for you every day who market your product or service. BNI's sole purpose is to provide a structured environment for the development and exchange of quality business referrals. If referrals are an important part of your business, then BNI is the organization for you.

For your benefit, here is a brief introduction to the structure of the group and the BNI guidelines regarding visitors.

1. If you are subbing for a member, you will give the 25 second infomercial on behalf of the member.
2. AFTER members have given their infomercial, visitors and guests will have 25 seconds to give their infomercial.
3. A bell will ring if you go over 25 seconds. Please say your name and then sit down.
4. During the referral/testimonial part, you can let us know one thing you liked about our group (15 seconds). This is not a chance to give an infomercial again.
5. If your category is in conflict with a member's category, please announce yourself as an observer. You may contact the Assistant Director to help you find placement in another chapter.
6. The first breakfast is on us and then it is \$20 for subsequent breakfasts, unless you are a sub.
7. BNI members from other chapters are required to pay \$20 for breakfast, even if visiting for the first time, unless you are a sub.
8. If your category is open, you will be asked to join the Visitor Orientation after the meeting.
9. You may sub for a member a maximum of two times per term (October to March and April to September). After two times of subbing or visiting, you must submit an application to continue to attend our meetings.
10. If you're an employee, you will introduce yourself as an employee and give your company's infomercial during the member part of the infomercials.
11. You are welcome to take members' business cards, but please do not put us on your mailing list without permission. BNI is a relationship-based business.

Thank you for visiting!

