

BNI POLICIES EFFECTIVE APRIL 1, 2010

According to the survey, in which we said that majority will rule, below are the results, *effective April 1, 2010*:

1. Duration of meeting - Keep the time as it is.
2. Minimum closed business - The minimum shall be set at \$3,000 per term and \$6,000 per year. For 1st year members, the minimum is \$1,000 per term and \$2000 per year. **Keep in mind that the goal for each member is \$35,000 this year in order to reach our \$2,000,000 goal for this year.**

Please note that individual cases will be considered by the membership committee. If you need help reaching these numbers, please ask for resources. We have a mentor program and BNI has training and classes. We want to help you succeed but you must ask for help and act on the help provided.

A really wonderful learning opportunity is coming up on June 4, 2010, called ***Referrals for Life*** in Santa Rosa (please see Stephanie Stafford if you're interested so that we can carpool). BNI has ***Fast Track CD's*** which will motivate and inspire you with new information and skills to light the fire for your business (please see educational coordinator).

3. Subs – please do not e-mail the entire group to ask for subs. Please do not e-mail the leadership team (such as the visitor hosts or president) to get a sub for you from the visitors. You can certainly ask your power partners to help you or be thinking of people when you are networking.

Thank you for making our 1st term so successful and here's to another fantastic 2nd term!

EJ