

# Silicon Valley BNI 2010-2011

Policy reminders to help **YOU** be a successful BNI member!

We want **YOU** to GIVE and GAIN from BNI.

## What does PALMS mean:

P = present                      A = absent  
L = late                            M = medical leave  
S = sub

Don't forget that **Late is the same as Absent**. In attendance means you are in your seat when the President begins the meeting and stay until the referral bag has been passed to the entire chapter. **If you leave early, you will be marked absent.**

## Attendance Policy:

Each year is split into two terms:

Term 1: October - March 2011

Term 2: April - September 2011

Within each term you are allowed up to 3 absences without subs and an additional 3 missed days with subs, equal no more than 6 total missed days. Violation of the attendance policy could result in your category being opened.

The only acceptable attendance at the maximum number of missed days per term are:

0A	6S
1 A	5S
2A	4S
3A	3S

Medical Leave is available only with Membership Committee approval and is only considered if more than 2 consecutive meetings will be missed for medical reasons.

## Dark Days:

For 2010-2011 the dark days (scheduled to date) are:

November 25, 2011

December 23, 2011

December 30, 2011

## Chapter Minimums:

The minimum closed business for our chapter is:

\$3,000 per term

\$6,000 per year

For 1st year members:

\$1,000 per term

\$2000 per year

Keep in mind that the goal for each member is \$50,000 this year in order to reach our \$3,000,000 goal for this year.

## Visitor/Sub Policies:

A visitor or sub can come to the chapter **up to 2 times per term**. This means that someone who has not applied to be a member of our chapter **cannot visit the chapter more than twice per term**. If you have asked someone to sub and they have already come twice, we will allow them to come to the meeting, but you will be marked as absent.

There are 2 exceptions to this rule:

1. An employee of your office may sub for you (only for your business) up to 6 times per term.
2. A visitor who has submitted an application may visit until their application is no longer pending.

The benefits of bringing in visitors and subs to our chapter:

- Bring in fresh faces for expanding our network as well as possible new business.
- Build chapter membership with new members
- Someone to represent you in your absence

The new visitor/sub introduction policy:

- Visitors and substitutes will **not** have their own 25 second infomercial spot.
- Subs will do the infomercial for the member they are representing.
- The chapter president will introduce the substitute and their business at the beginning of the meeting. Visitors will be introduced at the beginning of the meeting by the member who invited them or the chapter president if there is no member sponsor.
- When a visitor has submitted their application, they will have a chance to do an infomercial at the following meeting.

If you have any questions on this new policy, please direct your questions to the leadership team.