

## With BNI® You Can

- ✓ Grow your business exponentially
- ✓ Acquire new sales techniques
- ✓ Participate in joint marketing efforts
- ✓ Benefit from international trade events
- ✓ Speak confidently and effectively
- ✓ Get invited to speaking engagements
- ✓ Become a 1-Stop solution center for customers
- ✓ Have a personal business mentoring group
- ✓ Develop a network of trusted service providers
- ✓ Get FREE training on business skills
- ✓ Become a Master in Networking
- ✓ Directly connect to 250,000+ members worldwide



**Contact us today to double or triple your business through a continuous flow of business referrals and lock out your competitors.**

**Today BNI® has more than 8,000 chapters successfully operating in over 70 countries.**

**Here is the list of professions that have been successful in BNI®**

Accountant	Energy Consulting	Locksmith
Accounting Services	Estate Agent	Marketing Services
Architect	Event Services	Massage Therapist
Audio-Video-Visual Media	Family Law	Mortgages
Blinds/Curtains	Financial Advisor	Mortgages and Protection
Bookkeeping	Financial Services	Products
Branding/Design Builder	Fire Alarms/Security	Office Supplies
Builder-Residential	Fitness Trainer	Osteopath
Business Advisor	Flooring: Carpet, Tile, Wood, etc	Painter and Decorator
Business Attorney	Florist	Photographer
Business Coach	Gardening	Plasterer
Business Consulting	Gas	Plumber
Business Training	General Insurance	Printer
Business/Commercial Insurance	Graphic Design	Promotional Gifts/Goods
Car Body Shop	Handyman	Property Investments
Car Repairs	Health & Wellness Products	Property Lawyer
Car Sales	Health & Wellness Services	Property Maintenance
Car Services	Health and Safety Consulting	Property Management
Carpenter	Health Insurance	Recruitment Agency
Caterer	Heating Engineer	Removals
Charitable-Fundraising Organization	Human Resources	Roofing-Gutters
Chartered Surveyor	Hypnotherapist	Security Systems
Chiropractor	Independent Financial Advisor	Sign Company
Cleaning Services	Information Technology	Social Media
Cleaning-Carpets- Floors-Upholstery	Insolvency Practitioner	Solicitor Telecommunications
Commercial Law	Interior Design	Services Telecommunications
Computer Services	Internet Marketing	Systems Travel Agent
Computer Software/Development	IT Support Services	Utilities Broker
Conveyancing	Jeweller	Vehicle Finance/Leasing
Credit Card/Merchant Services	Joiner	Video/Production Services
Electrician	Landscape Services	Virtual Assistant
	Lettings	Web Design
	Litigation	Web Development
		Will Writer
		Windows-Doors

**For More Information Please Contact :**

**BNI California Capital Region**  
916.489.9302  
info@bnicalcap.com  
www.BNicalcap.com

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# BNI®

where **Business People**  
**Get More Business**



## VISITOR INFORMATION

**Changing The Way The World Does Business™**

815 El Chorro Way  
Sacramento, CA 95864  
Email: info@bnicalcap.com | Phone: 916.489.9302

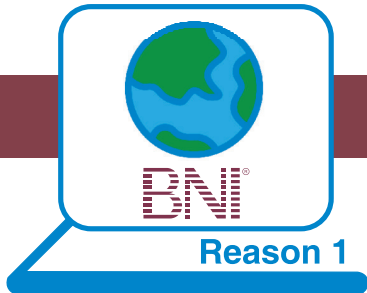


# where Business People Get More Business

# BNI<sup>®</sup>

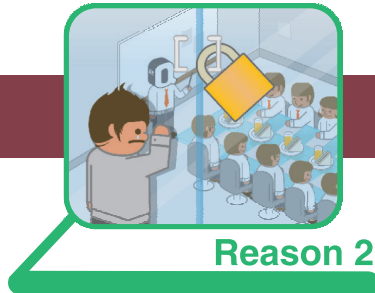
www.BNICCRR.com

Here's why more than 250,000 business people worldwide are using the services of BNI to grow their business



**Reason 1**

BNI is a professional organization that helps business owners to work together as a team to build each other's business through a proven business referral system.



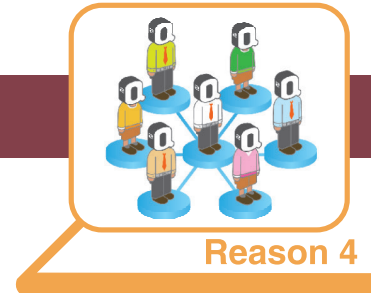
**Reason 2**

Only one person from each specific profession is permitted to join a BNI chapter. Members have exclusive marketing rights in their chapter and lock out their competitors.



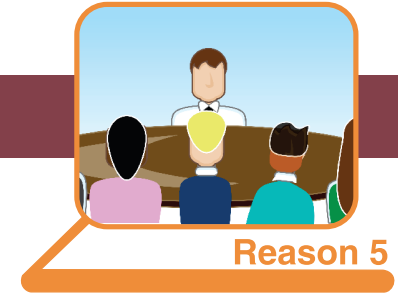
**Reason 3**

Members bring referrals and invite visitors to their chapter meeting weekly. This provides a continual source of potential new business to every member in the chapter.



**Reason 4**

BNI provides exposure to a larger network. As relationships and trusts grow, members have extended resources to expand their business locally and internationally.



**Reason 5**

Members meet weekly, develop strong business relationships, provide support and mentoring for each other, and are willing to share their business knowledge and resources.



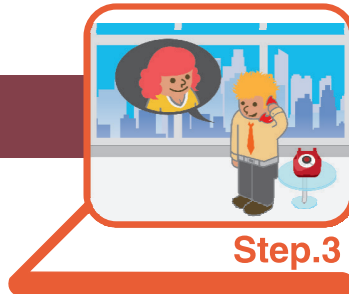
**Step.1**

Each week, BNI members attend a regular BNI chapter meeting that follows a structured agenda. They share the type of target market and business referrals they are looking for, and ask their fellow members to actively seek out such referrals.



**Step.2**

Throughout the week, members will look out for business opportunities for each other, and qualify that the prospect would be interested in talking to the member. If confirmed, they will exchange the member's business card with the prospect and ask permission for the member to call.



**Step.3**

In addition, members making the referral will get more information from the prospect in terms of specifications, quantities, delivery, deadline, etc. The member receiving the referral is then better prepared in their sales presentation which increases the chances of securing the deal.



**Step.4**

Each week during the chapter meeting, members will pass qualified referrals obtained throughout the week to their fellow members in front of all the other members and visitors. After the meeting, members will often meet to obtain further information about referrals passed.



**Step.5**

Armed with this information, the member will then schedule a meeting with the prospect. At this stage, the prospect has been qualified to want to talk to the member about their products or services. Where necessary, the member giving the referral may even join the meeting with the prospect to assist the member to close the deal.