

# EIGHT IN FIVE

## BNI California Capital Region

The most successful members are typically in the most balanced chapters. Did you know if we could build a chapter with 8 members in each of the 5 categories, we would have 40 thriving members? 50-60% of your referrals come from people in your contact sphere.



CONTACT SPHERE



**MY MONEY**

**FINANCIAL SERVICES**

FINANCIAL ADVISOR
PERSONAL BANKER
CPA
BOOKKEEPER



**MY HOME**

**HOME SERVICES**

RESIDENTIAL REALTOR
MORTGAGE BROKER
P & C INSURANCE
GENERAL CONTRACTOR



**MY BIZ**

**BUSINESS SERVICES**

COMPUTER SVC & IT
AUTOMOTIVE SERVICE
BUSINESS INSURANCE
BUSINESS COACH



**MY FUN**

**EVENT SERVICES**

PHOTOGRAPHER
HAIR STYLIST
FLORIST
VIDEOGRAPHER



**ME MYSELF & I**

**HEALTH & WELLNESS**

CHIROPRACTOR
NUTRITION PRODUCTS
ESSENTIAL OILS
SKIN CARE

CORE CATEGORIES

LIFE INSURANCE
PAYROLL SERVICES
COMMERCIAL BANKER
HEALTH INSURANCE

ELECTRICIAN
PROPERTY MANAGER
LANDSCAPER
SOLAR SERVICES

PRINTING
BANKER
BUSINESS ATTORNEY
COMMERCIAL JANITORIAL

PARTY SUPPLY RENTALS
CATERER
BAKER
TRAVEL AGENT

MANICURIST
NUTRITIONIST
MASSAGE THERAPIST
PERSONAL TRAINER

CORE SUB CATEGORIES

ESTATE PLANNING ATTORNEY
FAMILY LAW ATTORNEY
PERSONAL INJURY ATTORNEY
SUPPLEMENTAL INSURANCE

TITLE INSURANCE
HVAC
PLUMBER
PAINTER

MARKETING SERVICES
PRINT ADVERTISING
COMMERCIAL REALTOR
WEB DEVELOPMENT

GROOMER
DOG TRAINER
EVENT PLANNER
PET PRODUCTS

HAIR STYLIST
LIFE COACH
COUNSELOR
ACUPUNCTURIST

ADDITIONAL CATEGORIES