

Key Support Contacts

Mentor Coordinator: _____

Phone: (_____) _____ - _____

Membership Committee: _____

Phone: (_____) _____ - _____

Region Office: Trey McAlister, Executive Director

Phone: (707) 780-8118 admin@bninorthernca.com

Key Action Steps for New BNI® Members

Scan the QR Code or go to www.BNINorthernCA.com/en-US/new to review key action steps to help you get the most out of your BNI® membership.



Essential Member Websites

BNICCR.com

BNINorthernCA.com

BNICconnect.com (available app)

BNIBusinessBuilder.com (available app)

PASSPORT TO SUCCESS!

BNI®

www.BNICCR.com
www.BNINorthernCA.com

Welcome! _____

as a Member of BNI® _____

How to use your BNI® Passport to Success

Since 1985 we have learned the first 90 days are crucial to a new member's success. This Passport is your guide to success with BNI®.

- Meet with the mentor coordinator for the names of the people you need to meet with and the topics you will cover.
- Plan on attending at least two 1-2-1 meetings per week.
- Have your mentor initial your passport after your 1-2-1 meeting.
- Use the Key Action Steps (see QR Code/link on back cover) to help you get the most out of your BNI® membership.
- You should be able to complete Your passport within 60 days.

President

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: Roles, Agenda, Expectations and Weekly Commitment.

Vice President

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: Rules of the game (policies) and The Power of One Report

Secretary/Treasurer

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: Biography Sheet, Chapter Fees, Speaker Rotation and Membership Renewal

Substitutes and Attendance

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: Expectations of Attendance and Substitute Program

1-2-1 Etiquette

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: 1-2-1 Meeting Planner, VCP process

Education Coordinator

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: Referral vs Leads, Chapter Education Units (CEUs), and BNI® Business Builder

Chapter Tools

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: BNI Connect® and BNI Connect® Mobile App, Reporting Activity and your BNI Connect® Profile.

Gold Club Badges

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: Visitors add value, Review how to BRING Visitors and Gold Club Recognition.

Visitor Host Experience

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: Have 1-2-1 with Visitor Host, select a date to serve with the Visitor Host Team.

Local and Online Trainings

Mentor Name: _____ >>> MENTOR INITIALS

TOPICS: BNI® Business Builder, region events calendar and online registration.

BNI® Code of Ethics

Upon my acceptance to BNI® I agree to abide by the following code of ethics during the tenure of my participation in the organization:

- I will provide the quality of service at the prices I have quoted.
- I will be truthful with the members and their referrals.
- I will build goodwill and trust among members and their referrals.
- I will take responsibility for following up on the referrals I receive.
- I will display a positive and supportive attitude.
- I will live up to the ethical standards of my profession.*

**(Professional standards outlined in a formal code of ethics, supersede the above standards.)*