



# Power Team Organization

## First Goal for each Power Team

- Identify most critical openings for each Power Team
- Recruit best individuals to team openings
- Each Team should have a minimum of six members per team (7X6=42 members)

## Second Goal for each Power Team

- Meet monthly and follow the process agenda described below
- Document, discuss and evaluate external referrals among Power Team members
- Increase value and frequency of external referrals among Power Team members
- Appoint one person to be Power Team Coordinator for a term that coincides with the current Leadership Team

## BNI Detailed Agenda for Power Team Meetings

1. Power Team Leader delegates member to review a business networking technique from any media item in the chapter library.
2. Practice and review session for members' Sales Manager Moments
  - a. Each member gives a 60-second Sales Manager Moment
  - b. Members then have two minutes to provide feedback regarding what was most memorable or made an impression.
  - c. After all members have written down answers to questions on Power Team Action Form, move on to next Sales Manager Moment
3. Featured Member Showcase: Focus on one member
  - a. Other members will have met with this member in the previous four weeks.
  - b. Members will take one minute each to deliver a testimonial about the Member Showcase member, based on the One-to-One held or a referral passed.
  - c. After each testimonial, the Member Showcase member will take 1-2 minutes to respond and embellish upon the points raised during each testimonial.
  - d. The purpose is to help communicate to each member how to effectively describe the benefits and value of the services/products offered by the Member Showcase member.
4. Focus on increasing Power Team members
  - a. Select as first priority those categories to which your existing members would be able to immediately send referrals if the right person occupies the category.
  - b. There should be a list of 2-3 categories for each team.
  - c. Use the appropriate Power Team sample list to help identify priority categories.
  - d. Develop recruitment strategy to find these categories
5. Discuss external referrals that each member has been receiving.
  - a. Document what external referrals have been passed.
  - b. Discuss how they turned out, challenges and successes.
  - c. Discuss how each member can educate those members that are giving weak referrals to strengthen them or make them more what is desired.
6. Discuss one of several methods to motivate your network contacts
  - a. List provided in *Business by Referral*, Dr. Ivan Misner, chapter 12, pp. 95–115, see your chapter library.