



Business Reference Verification

Ensuring Quality BNI Members

To _____
Of _____
Fax _____
Phone _____
Date _____

From _____
BNI _____
Fax _____
Phone _____
Return By _____

In order to assure the quality of new members to our organization, it is BNI policy that each applicant provide the names of two business references who can vouch for the individual's business excellence. Your name was listed as a business reference for: _____

It is very important that you respond to this fax promptly.

Please comment on your business relationship with this individual and return by fax to the above fax number.

1. How long have you known the applicant in a business capacity? _____
2. What is your business relationship with the applicant? _____
3. Overall, describe HOW the applicant conducts business in regards to his/her products or services offered?

4. Are you aware of any grievances by anyone regarding the products/services offered by the applicant? _____

4. Do you believe that the applicant is committed to his/her business? _____
5. Do you have anything to add on behalf of the applicant? _____

Thank you for your time today. To learn more about BNI, please call me or go to our Web site at www.bnioregon.com!

BNI is a networking organization specializing in business referrals among members. What makes the organization unique is that it allows only one person per profession. In 2007, the organization generated over 5,500,000 referrals for members' businesses, resulting in over \$2.2 billion worth of business. BNI was founded in 1985 by Ivan R. Misner, PhD, author of *The World's Best Known Marketing Secret*, *Seven-Second Marketing*, *Business by Referral*, *Masters of Networking*, and *Master of Success*.