



Interviewing Applicants

Prior to Approving an Application

Below are questions to ask when interviewing an applicant. Keep in mind that this is just a place to start the conversation. You can add any questions you feel are pertinent or applicable to your chapter's needs.

1. Why did you decide to apply to BNI, specifically our chapter?
2. What would you say are the strengths you bring to BNI and our chapter?
3. What do you expect to receive from BNI and from our chapter?
4. Will the (7:00 am) start time pose any problems with your schedule?
5. As you know BNI has a clearly defined attendance policy. Can you tell me what is?
6. If you cannot attend a meeting, will you be able to have a substitute present?
7. Will you be able to send 20 invitation letters within the next 6 to 8 weeks to people you believe would benefit from visiting our chapter? [Mandatory for core groups and chapters that have an upcoming Visitor's Day.]
8. In reviewing your application, we want to make sure we understand what niche you will be representing in our chapter. What specific products and services do you offer in your industry? Is there an area that you specialize in?
9. What do you like most about what you do in regards to your profession?
10. All new members are required to attend a Member Success Program within the first 60 days of membership. The next session will be on _____. Will you be able to attend?
11. In the next six to 12 months you will be asked to be in a leadership role. Are you willing to consider which role may be appropriate for you and step into a leadership role when the time comes?
12. What reservations do you have about membership in BNI?
13. Do you have any questions for me about BNI or our chapter?

Please let your references know that we will be calling them. This helps to expedite the application process. Thank you for your time today. The Membership Committee will have an answer for you before the next meeting.