



Rate Your Chapter

Ensuring Chapter Success

This exercise is designed to help you determine if your chapter is doing everything it can to ensure its success. Take a few moments and find out how your chapter is doing. Please answer each question using the point system below. Then review the key located at the end of the exercise.

NEVER
0

SELDOM
1

OFTEN
2

ALMOST ALWAYS
3

ALWAYS
4

- _____ 1. Does your Chapter Leadership Team arrive early to set up and/or plan that day's meeting in advance?
- _____ 2. Do the Visitor Hosts arrive early to greet visitors as they arrive and introduce them to members?
- _____ 3. Is a Members' table set up with networking material and members' literature for members and visitors to use?
- _____ 4. Do members wear their name badges?
- _____ 5. Do members arrive on time or prior to Open Networking?
- _____ 6. Do members stand and network during Open Networking?
- _____ 7. Is the formal part of the meeting started punctually?
- _____ 8. Does the business card box/binder go around each week so members may replenish their card holder?
- _____ 9. Does the President personally introduce and welcome new members with a New Member Packet and ask them to stay after the meeting for a New Member Orientation?
- _____ 10. During the Sales Manager Moments, do all members give a new bit of information each week about their business or product, case studies, specials, or examples of good referrals (in other words are they breaking their business down to their Lowest Common Denominators or LCDs)?
- _____ 11. Are visitors welcomed and introduced properly during the meeting so they really feel comfortable and would want to come back and asked to stay after the meeting for a Visitor Orientation?
- _____ 12. Does the President pass on information or discuss new ideas for building and strengthening the chapter?
- _____ 13. Does the Vice President review the monthly average number of referrals and visitors for the chapter?
- _____ 14. Does the Secretary/Treasurer review the speaker rotation for the next 6 weeks?
- _____ 15. Is the Secretary/Treasurer's introduction of the speaker thorough and informative?
- _____ 16. Is the speaker obviously prepared for his/her presentation or just "winging it"?
- _____ 17. During the Referrals portion of the meeting, do the members begin their presentation with "I have ..." and then give a referral or testimonial or share something new that they learned?
- _____ 18. Do the speakers bring a door prize that shows some forethought?
- _____ 19. Does your Secretary/Treasurer report who is upcoming on their dues and let visitors know how to apply?
- _____ 20. Does the Membership Committee periodically give a report on what they are doing to strengthen the chapter?
- _____ 21. Does the meeting end promptly on time?
- _____ 22. Are New Member Orientations and Visitor Orientations conducted?
- _____ 23. Are SuccessNet articles discussed by either the Education Coordinator or the Leadership Team?
- _____ 24. Does your chapter use the Meeting Stimulants, worksheets or exercises available to them?
- _____ 25. Is your chapter a positive and supportive place to be?
- _____ 26. Do you feel that the location and atmosphere of your chapter meeting is conducive to a professional business meeting that produces results?
- _____ 27. Do you feel so comfortable with the performance of your chapter that you have no problem inviting people to see what your referral network (BNI Chapter) is all about?

_____ TOTAL POINTS

99-108 Points	Your chapter deserves a standing ovation or a "Founder's Award." You're in the top 5% of all the chapters in BNI.
89-98 Points	Everyone in your chapter should be proud; few chapters are this good. You are one of the best chapters in BNI.
79-88 Points	Members and Leadership Team Members can be pleased, your chapter understands and uses "The Basics" of networking in this organization.
69-78 Points	Your chapter needs improvement. It's just getting by. Consider implementing the BNI University Program.
50-68 Points	Your chapter may be terminal unless you seek help immediately from your Director.