



# Visitor Information Sheet

## The more you know ...

Started in January 1985 by Dr. Ivan R. Misner, Founder & Chairman of the Board, BNI provides a positive, supportive, structured environment for the development and exchange of quality business referrals. It does so by providing an environment in which you develop personal relationships with dozens of other qualified business professionals. By establishing this "formal" relationship with other people, you will have the opportunity to substantially increase your business.

Last year, members of BNI passed millions of referrals which generated billions of dollars worth of business for each other! Belonging to BNI is like having dozens of sales people representing your business, and in return you're representing their businesses. Members carry your business cards around with them. When they meet someone who could use your product or service, they hand your card out and recommend your services. It's as simple as that! What goes around comes around. If I help BNI members, they'll help me and we will all benefit as a result.

Networking requires commitment. The most successful chapters of BNI are comprised of participants who are sincerely committed to helping one another through networking. They are a team. As a participant in BNI, you are responsible for complying with the policies and guidelines of the organization.

### What You Should Know

1. Weekly meetings last for 90 minutes. Members need to arrive on time and stay for the entire meeting.
2. Only one person from each profession is accepted into a chapter of BNI.
3. All participants must represent their primary occupation, not a part-time business.
4. Attendance is critical. If you cannot attend a meeting, you may send a substitute. This will not count as an absence.
5. Participants are required to bring bona-fide referrals and/or visitors to their chapter of BNI.

### Investment

There is an initial application fee. Dues are paid annually or bi-annually and are payable prior to the first meeting of the month in which membership is due. See the Secretary/Treasurer for prices. If you apply to participate in BNI, your application will be reviewed by the chapter's Membership Committee, and you should be notified of the status before the next meeting. **Please note: All returned checks will incur a \$25 fee.**

### Benefits

- Increase exposure to many other business professionals
- Substantially increase business through referrals
- New Member Packet: Business card book, name badge holder, orientation CD, BNI pin
- Participation in up to 52 networking meetings per year
- SuccessNet newsletters with educational material on networking, public speaking, and business development
- Member Success Program workshop
- Access to Advanced Education workshops
- Discounts on college-level educational courses
- Participation in business tradeshow
- Participation in local conferences
- And much, much more!!!

***It's not net-sit or net-eat, it's NETWORK!***

**Pick up an application from your Visitor Hosts today! For more information, please check out the local Web site at [www.WesternSlopeBNI.org](http://www.WesternSlopeBNI.org) or contact the Executive Director.**

**Jennifer Kettlewell**, Executive Director

BNI Western Slope

Phone: 970-985-4192; Fax: 866-303-3501

Email: [jen@westernslopebni.org](mailto:jen@westernslopebni.org) • Web: [www.WesternSlopeBNI.org](http://www.WesternSlopeBNI.org)