

10 Guaranteed Ways to BNI Excellence

- \$ I am on time or earlier than the start of the meeting!
- \$ I wear my BNI badge at the meeting!
- \$ I always have a minimum of 20 cards in the business card box.
- \$ I specifically ask for the type of referral I need, mentioning a specific company, an organization or a person's name.
- \$ I strive to refer people from outside the chapter to our members.
- \$ I meet a minimum of one member per week outside the meeting for a dance card.
- \$ I ask at least one person per week to come as my guest to the meeting.
- \$ When I give a testimonial, it is specific so that other members might learn from my experience.
- \$ I **ALWAYS** have a substitute when I am absent.
- \$ When I pass a referral, it is already qualified or I plan to call the person immediately after the meeting to get their permission for the member to call them.