

## *Annual Dinner & Awards:-*

It's time again to celebrate another year of BNI in Barbados and the recognition of Members who have served and made a significant contribution to their chapter during the last three rotations.

This year, our Annual Dinner & Awards will be celebrated on **Saturday, 6<sup>th</sup> December 2008 at Grand Barbados Beach Resort**. Tickets for this event are available from your Chapter Event Coordinator or a volunteered member who will assist with the event.

There is a limited amount of tickets because of seating capacity at the venue – so to avoid being disappointed, please get your tickets early. This event is expected to be another enjoyable one (as always) with your participation. **You don't want to miss it!**

## *Strategic Alliance with BYBT*

On Friday, 5<sup>th</sup> September 2008, a Memorandum of Understanding was signed between **BNI Barbados** and **BYBT (Barbados Youth Business Trust)** at BYBT's first National Seminar, which focused on tackling youth employment problems through entrepreneurship development.

BYBT is an entrepreneurship development organisation focused on putting young people in business and BNI Barbados is excited about this strategic alliance as we see this organisation as a good incubator for young businesses to develop and for BNI to select recommended entrepreneurs to build regional capacity for BNI. **Any business without a succession plan has not planned to succeed!**

BYBT is seeking mentors from BNI to come on board and help their young entrepreneurs to acquire their dream. This alliance will no doubt offer opportunities to members of both organisations. Should you be interested in volunteering your services to these young business people, please advise the BNI office.

## **Next issue:#24**

Thanks to the members who have made a contribution to this issue and we look forward to sharing more positive stories with our other BNI Members in the next issue. We welcome your contribution about your business, something outstanding in your chapter, a networking topic or a great BNI testimonial.

Please send in your contribution no later than December 15<sup>th</sup> 2008.



## **NetNews- Issue #23 (July-September 2008)**

*Join Dr. Misner in “refusing to participate in the recession”.*



It's times like these that I think of situations I've been in where some crisis is brewing and one person in the mix stays calm and focused. That person keeps her “eye on the ball” and does what needs to be done – as it needs to be done.

As business owners, entrepreneurs, and sales professionals, if you want to be successful during these difficult times, you must be someone who stays focused on solutions and not get drawn into the quagmire of problems.

Recessions will come and go. Most people don't know this, but statistically we have one every six years or so. This recession is a more serious one. I get that. I also believe that the people who look for opportunities when times are tough will not only survive--they will thrive. I've been in business long enough to have seen it over and over again.

Now, more than ever, a powerful personal network can carry you through difficult times. Business will go on. In times like this, people want to do business with people they trust more than ever. The relationships you have with the people in your network can make the difference in your business.

When times are difficult, BNI can be a positive place for people to meet, build relationships, create business opportunities, and stay focused on solutions, not problems!

You cannot change the economy. The economy is going to be what the economy is going to be. You cannot change your competition. Your competition is going to do what your competition is going to do. But you can change your response to the economy. You can change your response to your competition.

The solution to difficult economic times begins with a commitment to focus on opportunities. Stay focused. Continue to build your relationships. Be there for others and work your BNI network like you've never worked it before.

I refuse to participate in the recession!

*Join me--be a “thrifer” not just a “survivor” in this recession.*

## *Volunteering to serve in your chapter is worth the Gain:-*

By: Andrew Parris – BNI Flying Fish Chapter

Serving my chapter in the role of President during the last rotation was certainly a worthwhile experience. It required disciplines that we all should apply to our own business organizations especially since we are in a leadership position.

On the surface, the role of Chapter President seems rather easy – follow the script for approximately one hour and thirty minutes and then network before departing to the next business activity of the day. And of course, show up next week and the week after and do the same thing all over again. As expected there are more requirements but it is easy if you are a disciplined and organized person.

BNI teaches us one of the more important keys to success is preparation, preparation and more preparation. This was the main message I garnered from the leadership training session as the BNI Director skilfully articulated the responsibilities of the role.

### **Some archetypal preparatory activity embraces:**

- Review of BNI material such as podcasts in order to remain cognisant of referral marketing ideas for announcement during the meetings
- Review of membership activity for ‘Member Recognition’
- Review of the Induction Procedure, when needed
- Review of statistics for monthly leadership meetings
- Review of President’s box content to ensure all material for the meeting is in place

These fundamentals are principally non-intrusive and contribute to successful meetings. Apart from preparation, other important disciplines included time management, presentation proficiency, punctuality and management of the occasional errant visitor.

The experience was enjoyable and worthwhile and demonstrates that we don’t have to take the fun out of the fundamentals.

Thanks to all the Flying Fish Chapter Members for the awesome support given during the rotation and we are all prepared to support the incoming team. Givers Gain!

## *Networking Tip*

When setting **Networking Goals**, keep in mind that each goal you create should be **SMART** (Specific, Measurable, Attainable, Relevant and Timed) with a deadline.

## *BNI- A Confidence Boost!*

By: Ian Holligan – BNI Bridgetown Chapter

I am a 3year BNI Member and since joining the organisation, my company has seen a steady increase in sales from BNI referrals. The benefits of being a BNI Member are tremendous! There is an intangible benefit, which should not be overlooked – the environment that BNI provides with ongoing education, gives its members the confidence to stand and speak about their business **anywhere, anytime**, which is so valuable to us a business owners!

This was most notable to me recently, when I had met with the board of directors of a large organisation to bid for a lucrative contract. Normally I would be very nervous but I had that BNI-confidence. When I was asked to tell them a bit about my business, I was able to be concise using my 60 second anatomy, which no doubt was very impressive - I knew my business inside out and my company won the contract.

Serving as chapter president in the last rotation has also been a tremendous help in eliminating a long held fear of public speaking. By being at my chapter meetings every week and chairing the meeting, it has given me the confidence to be able to speak anytime and anywhere and to anyone. This was very evident recently when I was asked to do the eulogy at my dad's funeral. I believe I did my family (and my dad) proud in this regards ..... Thank you BNI!

## *International Networking Week 2009!*

BNI Members around the world have already started preparing for the 3<sup>rd</sup> BNI International Networking Week, which will be celebrated from February 2<sup>nd</sup>–6<sup>th</sup> 2009. During that week, BNI Members will participate in several networking activities in their region while promoting their businesses and making new business contacts.

The objective of International Networking Week is to raise the profile of Referral Network Marketing “*The BNI Way*”, in the business community so members will have greater opportunities to promote their products and services.

Once again, BNI Barbados will recognise and award one Young Entrepreneur one year FREE BNI Membership for his/her initiative and innovation in the fast moving and competitive business environment, which we are currently experiencing. This person will be selected from the organisation BYBT (Barbados Youth Business Trust).

Your ideas of networking activities during that week, which can create opportunities for each are welcomed. Please send them in to the BNI office no later than 31<sup>st</sup> October 2008.

More information regarding this event will be coming soon!