

## Networking Tip

Follow through quickly and efficiently on referrals you are given. When people give you referrals, your actions are a reflection on them. Respect and honor that and your referrals will grow.

## Poem

This poem was written by the Co-National Director and recited by Firest Smith of the Bridgetown Chapter at the Annual Dinner & Awards.

## Inspiration

*By: Marva Belgrave - Co-National Director*

Sometimes life seems very tough  
And the oceans we sail are a bit too rough

Every mountain was once just a rock  
And in life there will be stumbling blocks

Sometimes our goals may be too far out of reach  
And so, we need to refocus on each

Every step away from the concept of abundance, we are forced to  
make choices - And decisions FEEL like sacrifices

If we buy this, we'll have to give up that  
If we do this, we'll have to give up that.

It's time to break the mold  
And redirect our energies in achieving our goal.

We are productive people, capable of getting things done  
So wake up! Think differently & create possibilities even in the fun.

A flower can't grow without the humble bee  
The tiniest stream helps to make up the sea.

Every small feather helps the eagle to glide  
Your **TEAM** is an eagle ..... so help them to fly!

We cannot change the past and we don't know the future's mission  
Let us absolutely REFUSE to participate in a RECESSION!

## Next issue: #25

Would you like to share with your BNI Members a success story about your business, something outstanding in your chapter, a networking topic or a great BNI testimonial? Send in your contribution to the BNI office by **March 15<sup>th</sup>, 2009** and we'll make sure they hear about it.



## NetNews- Issue #24 (October-December 2008)

### *Practicing the Policies*

*Curtis K. Belgrave - BNI National Director*



As we welcome in the New Year, some may find it a challenge, some a frightening expectation and others, it will be an ideal time to make some changes. Whatever, some attempt should be made to improve on your performance to keep your business thriving and not just surviving.

During the Christmas season you may have met some new people who may be saying the same old thing like **"I want to do this or that differently"** or **"I'm not doing this or that anymore"**. You as a BNI Member have the "heads up" - You already have a formula - You know how not to Participate In A Recession.

This is an ideal time to review and practice the BNI policies and guidelines, since it is directly tied to the growth and success of your business as a BNI Member.

The biggest challenge you will face in 2009 is the challenge you will create for yourself ie: while the times have change - have you made any changes? Or are you doing the same old things, the same old way expecting better results?

#### **Here are a few suggestions you may want to work on for 2009:**

1. Refresh yourself on the BNI policies and guidelines by attending an MSP refresher training session
2. Select eight (08) categories in your contact spheres and call or send them an invitation to meet your business colleagues at your weekly chapter meeting.
3. Do a **one-to-one dance card** with your visitors and one per week with another BNI Member.
4. Broaden your network by joining at least one other organisation (**give it some time to work**)
5. Invest some of your profit in educating yourself - ie: sign up for extra studies; purchase networking books and or motivational CD's.
6. Visit the BNI Int'l website for great information ie: networking articles, blogs and weekly podcasts
7. Strengthen your supervisory skills
8. Stop whining and do more networking

**"Raise The Bar"** and **your business will thrive** - not barely survive! Where others see problems, you will see opportunities.

**Prosperity is yours in 2009!**

## *Dinner & Awards – another wonderful event!*

BNI Directors, members and guests celebrated the 6<sup>th</sup> Annual Dinner & Awards at the Grand Barbados Beach Resort on Saturday, 6<sup>th</sup> December.

It was an opportunity to meet others for the first time and share in the recognition of Members who served two and three consecutive terms in their chapter, perfect attendance for the year (never late) and 5year membership.

Greetings to Members were sent from Dr. Misner (Founder & Chairman) and were read by the National Director before he made his presentation. The National Director's presentation focused on the current global economy in which he asked Members to "*Refuse To Participate In A Recession*" and focus on the theme for 2009 "**Raising The Bar**". Everyone was reminded that the journey would be much harder if we do not improve on our knowledge, Skills, Strategies and Networking Activities.

The Director's announcement of a Membership Incentive for the year 2009, (**1<sup>st</sup> January to 31<sup>st</sup> December**) was welcomed by Members and this should reflect an increase in chapter membership, member retention, referrals and more business for all.

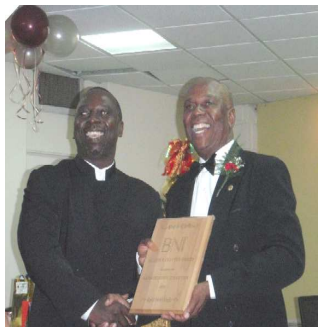
On the fun side of things, the hilarious **Patrick Crony** from the Bridgetown Chapter, kept everyone well entertained during the time for door prizes. Members donated over 40 door prizes for the event – this is truly *givers gain!* Andrew Parris from the BNI Flying Fish Chapter won the BNI door prize of 50% off his membership renewal.

The Can't Sing Choir (true to their name) had a hit song "**Mc Cain got run over by Obama**" -from the tune "Grandma got run over by a reindeer. A copy of the song can be requested from the BNI office.

Those who did not attend this event would have missed a very nice evening with good food, great ambience and some fun.

Circle the date "**Saturday, 5<sup>th</sup> Dec 2009**" for the next Annual Dinner & Awards and plan not to miss it!

## *Million \$ Chapter Award*



The BNI Bridgetown Chapter was the recipient of the **Million \$ Chapter Award** at the Dinner & Awards, for generating over two million dollars in business for each other this year. Ian Holligan from the Membership Committee accepted the award on behalf of the chapter. - **Congratulations Bridgetown Members!**

## *Membership Incentive 2009!*

From January 1<sup>st</sup> 2009 to December 31<sup>st</sup> 2009, the BNI office has offered an incentive to all Members. When your visitor has signed up for membership and inducted, you will receive 10% off your next membership renewal PLUS if that new member renews their membership (1<sup>st</sup> time only), you will also receive 10% off your membership renewal.

**Work it and you'll get it!**



*International Networking Week,  
(01 - 06 Feb 2009)*

With only a few weeks away, BNI Directors and Members around the world are busy preparing for the 3<sup>rd</sup> Annual International Week of activities.

Additional opportunities will be created at two events being planned for that week

for Members to broaden their network of business contacts by connecting to the people, places and products they need to reach your full potential.

The week will begin with a church service on **Sunday, 1<sup>st</sup> February** at the **St. Cyprian's Anglican Church, Belleville at 8.00am.**

The first networking event will bring together members of all four chapters and their visitors on **Tuesday, 3<sup>rd</sup> February for a Joint Chapter Business Breakfast Meeting at the Lloyd Erskine Sandiford Centre from 7.00am prompt to 9.00am.**

The second event will be an evening of networking and social activities on **Friday, 6<sup>th</sup> February at The Dining Club from 7.00pm.** This event is another opportunity to connect with other business people and also have some fun. All funds collected at this event will be donated to **The Learning Centre** via the **BNI Misner Charitable Foundation** for children's education.

What greater gift to give to the children of this school than "helping them to achieve their full potential.

This is a great time to write down a list of business categories that you would like in your chapter and send an invitation to the Joint Chapter Meeting or one of your chapter meeting during the first quarter of 2009. **You know how many new clients you want – You know how much you want to increase your profits by. Work the system and you are sure to get great results!**