

Chapter Performance

January – March 2009				
Chapter	Visitors	Referrals Passed	Business Generated	Total Since Launch
BNI Bridgetown	21	202	\$645,843.83	\$9,337,749.10
BNI Flying Fish	09	191	\$ 20,476.06	\$3,513,622.08
BNI Trident	08	373	\$ 51,461.00	\$3,087,145.10
BNI Hibiscus	10	91	\$111,750.00	\$664,901.63

Launch Dates: Bridgetown–20th February 2002 Flying Fish –7th May 2002
Trident -29th October 2002 Hibiscus -13th April 2006

Networking Leaders (Jan-Mar 2009)

Chapter	Referrals passed	Visitors
Bridgetown	Cecilia Elliott-Alleyne (42)	Rohan Moore (14)
Flying Fish	Errol Edwards (33)	Errol Edwards (05)
Trident	Bandele Serrans (73)	Leon Greave (02) Evadne Brewster-Wiltshire (02)
Hibiscus	Margaret Aswat (37)	Margaret Aswat (03)

BNI Hibiscus celebrates 3years!

Members of the youngest BNI chapter will celebrate their chapter 3rd anniversary in April with a **Wine & Cheese Networking Event at Orchid World on Saturday, 18th April from 4.00pm - 5.30pm**. This event is another opportunity for BNI Members to meet in a social gathering and start new relationships with other members and guests. For the first 20 minutes, there will be a conducted tour of the garden – so be on time to have that wonderful experience of networking among orchids. There will also be other interesting activities such as a raffle table and door prizes in which all proceeds will be donated to The Learning Centre as a continuation of support from BNI and members. So come out with a business colleague for an afternoon with a difference and build your **network** to grow your **net-worth!** . Tickets are available at \$30.00 paid in advance to Ralph York, member of the BNI Hibiscus chapter.

Next issue: #26

Share your BNI story with other members regarding something outstanding in your chapter or business or a networking topic. Send in your contribution to the BNI office **by June 15th, 2009** and we'll make sure they know about it.

NetNews- Issue #25 (January-March 2009)



The 3rd International Networking Week® was celebrated around the world by BNI Members & Directors during the first week in February. The goal of this annual event is to celebrate the key role that networking plays in the development and success of businesses across the world.

Additional business opportunities were created for Member of all four chapters in Barbados during that week, when they came together with their guests at a business breakfast meeting at the Lloyd Erskine Sandiford Centre on Tuesday, 3rd February in a highly charged atmosphere. The Keynote Speakers (one from each chapter) were well prepared and each made a dynamic 08minute presentation about their business to thunderous applause. Dr. Misner's video message was "**right on the money - timely and effective**" which had everyone's attention for a riveting 10 minutes. If you did not see Dr.Misner's presentation, this is an opportunity to do so – click on the link below: <http://www.youtube.com/watch?v=zSd3COuO6FY>

Guest Speaker - Ms Michelle Hustler, BCSI Project manager-Trade In Services spoke about the role of that organisation in the community and how BNI & BCSI can compliment each other. One opportunity BNI Members can have through BCSI is to make new contacts in members affiliate countries in the region so as to export their product & Services.

The week ended with Members and their guests in a more relaxed atmosphere at a Networking/Social Event at The Dining Club on Friday, 6th February. Everyone was quite busy networking for the first hour and the remainder of the evening was spent having lots of fun as they played the BNI BINGO game for prizes that were donated by BNI Members. There was also a chapter competition and each team was quizzed on BNI policies & guidelines, and Barbadian, Regional and International topics. The **BNI Bridgetown Chapter Team of Ian Holligan, Rohan Moore & Dr. Anne Rose**, emerged the winners and received a trophy donated by **Ian Weekes from ECSS – member of the BNI Trident Chapter**.

This event also focused on raising funds for **The Learning Centre -- a non-profit organisation created to assist children with special needs**. A total of \$1,515.00 was raised and sent to BNI head office to be presented to **The Learning Centre** via the **BNI Misner Charitable Foundation for Children and Education**. Members and their guests who have supported this event - you have given a gift that can really make a difference in helping the children of this school, who are taught and encouraged to be the best that they can be. BNI Directors with the continued support of Members are committed to ongoing assistance to this school of special needs children.

Follow up - follow up! All the new contacts that were made at these events "**follow-up**" is the key to maintaining those **contacts** and turning them into **contracts**. If this has not been done as yet, put off procrastination and engage a **one-to-one dance card** appointment with them (using the dance card worksheet). And ask the question: "**how can I help you?**" and watch the reciprocity!

Networking Tip

Keep in mind that networking is about being genuine and authentic, building trust and relationships, and seeing how you can help others.

Activities for BNI Member Success

By: Dr. Ivan Misner Founder & CEO

Always attend your weekly BNI meeting, training and chapter functions. Your strongest business relationships must be built with your BNI members and leadership. Make sure you participate in who becomes a member of your chapter by serving on the Membership Committee or being a Visitor Host. The most effective way to strengthen your chapter is to hand pick and invite potential members yourself. How strong is your Contact Sphere in your chapter?

Listen for a need (Golden Egg) and make a quality business referral. Present your members business card and offer to set the appointment. Call your member on the spot and arrange for a meeting. Whenever possible, be there to make the introduction! And be listening always, not just at work.

Have a ONE-on-ONE meeting with a BNI Chapter member. Building a solid business relationship takes more than a polite exchange during Open Networking at your chapter meeting.

First meeting, exchange the Gains Profile (**MSP booklet-page 21**)

Second meeting, come prepared to identify who you need to be in a relationship with (names of people and businesses). When your member indicates he/she can introduce you, strategize the most effective way to make the introduction. Use your imagination. Your goal is an introduction, not a sales call.

Third meeting, open up your contact database and identify whom you know that you could effectively introduce to your BNI member. Again plan an effective introduction between your member and your contact.

Effectively introduce a member to someone with whom they need to be in a relationship. This is the 4th step in the 5 Step Referral Process. A One-on-One meeting and agenda items during your chapter meetings (Open Networking, Sixty Second Presentations, and Speaker Presentations) are your opportunities to announce to whom you need to be introduced. When your members identify a person or business in your contact sphere, contact the member outside the meeting and strategize how to effectively introduce them to the person they have identified. Ask each other, "How can we make this better?" Go to "People Gatherings" and take a BNI member with you. Any place that people get together can become a networking event. Take a chapter member with you because it allows you to introduce each other to people you know at the gathering. It's fun and expands your network of potential relationships. Don't make sales pitches, start building a relationship with people you meet.

Invite guests to your BNI Chapter meeting. Use the meeting to make favourable introductions to members. Tell them to bring lots of business cards and ask your guest with whom they need to be in a relationship. Once they

identify to you a match with a member of your chapter, ask to arrange a one-on-one for them with your member right after the meeting. Let your member know who you are bringing before the meeting. Don't forget your member's Speaker Presentation this week. Help make their efforts more valuable by inviting a guest that would enjoy their presentation.

Follow up with people you meet at "People Gatherings" and especially guests at your chapter meetings. Time and time again, new BNI members comment that the reason they wanted to be a part of BNI was because chapter members began building relationships and networking almost immediately after they visited a chapter meeting. Maximize the follow-up by asking your new networking friend who they do business with and who they would like to do business with. Ask them if they know anybody who needs a product or service of one of your BNI members who you have not had a quality business referral for some time.

Build your client relationships. Even if you sell a product or service that is only sold once, you should make it a point to maintain a relationship with your buyer. After all, your clients have contributed to your success and can easily provide a referral for you. Ask them how you could help them this week. If you can help them with a problem, they will help you continue to succeed. **It's Giver's Gain!**

My BNI Experience!!

By: Carmen Chaderton - Esthetician\Beauty Therapist

Second Spring Rejuvenating Beauty therapy clinic – BNI Flying Fish Chapter

I was very impressed by the positive and professional way in which Margaret Aswat -member of the BNI Hibiscus Chapter, extended an invitation to visit a BNI chapter meeting a few months ago. Her invitation came at a critical time as business had started to slow down somewhat for me and I was actively utilizing various forms of advertising.

I could not join Margaret's chapter because the category I represent was already taken in her chapter. However, I made the decision to apply to another chapter and was accepted. Membership in the BNI Flying Fish chapter has given me the confidence to communicate with people I meet informally and this is due to my weekly interaction with the business people in my chapter. I can now personally promote the services I offer in my Beauty Therapy clinic more effectively. The educational topics during the weekly chapter meetings are extremely valuable in helping me to promote myself better as a business owner and not only a professional as in my former nursing profession. The 60second and 10minute presentations gives me the opportunity to understand how best I can help my chapter members to do better business and a really great way for me to educate them about my business. As a result, my clientele has increased the much-needed revenue in my Beauty Therapy clinic. I embrace the opportunity to meet and interact with the other business professionals in the BNI structured environment every week. The empowering experience I had at the recent joint chapter meeting during International Networking Week has been tremendous.