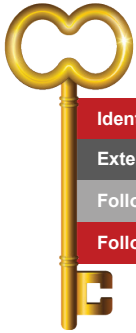


Sponsoring New Referral Partners

More Referrals from Growing Strong Contact Spheres in Your Chapter



Identify Who To Invite

Extend the Invitation / Invite to Meet

Follow-up to Get Them to the Meeting

Follow-up After Meeting / Invite & Help Them Apply

Keys for Success

TRAINING NOTES The call before the meeting overcomes cold feet. Many visitors don't apply because they weren't invited to apply and assume the chapter didn't want them!

Where Can I Find Visitors?

When looking for business professionals to invite, use the Contact Sphere Worksheet (next page) and remember your F.R.O.G.S.

- F Friends
- R Relatives
- O Organizations (Clubs, Chamber, etc.)
- G Geography (Businesses close to me)
- S Social Events

Take a moment and write down names of the business professionals you know from the above that are in open classifications in your chapter.

**** TIP: Follow Your Money! ****



Get a G.R.I.P on Inviting!

The less that is said, the better. BNI® has to be experienced. Say too much and the person you invite is likely to decide it isn't for them before they've ever experienced BNI®. You are not asking them to join, but to come for ONE meeting to meet people you think would be beneficial for them to get to know. When inviting, remember G.R.I.P.!

- G = Grow**
- R = Referrals**
- I = Introduce or Invite**
- P = Place**

1. Are you looking to **GROW** your business?
2. Would **REFERRALS** help you grow your business?
3. If I could **INVITE** you to an event with a group of business professionals who may be able to refer business to you, would you want to meet them? (or, even better, a specific person in your chapter)
4. Great, meet me at (**PLACE**, day, and time of Chapter Meeting)

Many times there will be a follow-up question such as "What is this about?" The best answer is:

"This is my inner circle of business associates. We work together to find business for each other and we are looking for a _____ to pass business to. Are you interested in meeting them?"

Remember that you are doing them a favor by inviting them. There can only be one person per professional classification in your chapter and you are giving them the opportunity to possibly be that person.