

BRANCH COUNTY BNI CHAPTER POLICIES

Attendance Policy- It is important to be at every meeting to give and to **receive** referrals; therefore, it is expected that you attend every week. You are allowed 3 absences within a 6-month period. A series of friendly calls and letters from the Membership Committee is used to remind and encourage you regarding attendance. If an extenuating circumstance occurs, please bring it before the membership committee. Three (3) tardy occurrences or leaving before 8:30 is counted as one absence.

Substitutes- Given the importance of your weekly attendance, to give and receive referrals, it is **necessary** that you obtain a substitute (spouse, co-worker, relative, etc.) to be present when you are absent. They will be expected to give your 60-second sales presentation. Please give them your **written** one-minute sales manager presentation.

Referrals/testimonials- It is expected that you have at least one referral or testimonial each week. In your absence, your substitute will be required to fill in for you with referrals or a testimonial.

MSP Training- Within 60 days of joining, it is required that you attend a training seminar called Member Success Program. This seminar will give you an in-depth overview of BNI and help to jump-start your success with BNI.

Ten Minute Presentation- After completing MSP training, you will be included on the speaker rotation to present an overview of your business to the group. A small door prize that you provide will be raffled away from those giving referrals that day.

Weekly Meeting Fee- Each member is assessed an \$8.00 fee per week for the meeting and/or breakfast whether present or absent and whether or not you actually eat the breakfast. This is due at the time of the first meeting of each month; a late fee of \$5 will be assessed if not paid by the third week of the month; this late fee is to help encourage each member to take care of this assessment in a timely manner so that the secretary-treasurer does not have to spend time billing and collecting delinquent fees.

Suggestions - Any member who wishes to address any issues or offer suggestions is encouraged to meet with the membership committee following our weekly meetings. The Membership Committee is here to serve the chapter and to see that BNI policies are adhered to.