BNI New Member Launching Pad

Congratulations

A. Now that our BNI chapter has received your application and approved you as a new member, please prepare a 3-5 minute introductory speech for the next meeting.

B. This talk is a way for the chapter members to be better acquainted with you and what you do, so that referrals start flowing quickly. The speaking schedule for the 10-minute presentations is determined 6 weeks in advance, but you will have an opportunity to give your full presentation at the earliest possible time.

C. Please be prepared to present your “Launching Pad” speech at the next meeting at the beginning of the 60-second introductions. The presentation can be read off the sheet, if you like. Be sure to stay within the time limit of 5 minutes maximum. There will be no question and answer period unless you have taken less then 5 minutes. Consider closing with an invitation to visit further after the meeting if there are specific questions.

D. Also, take a moment now to think of and write down the names of people from either your client list or your contacts who would be prospects and would benefit from membership in our chapter also. If these represent business or services that conflict with our members, be assured that we will refer them to other nearby chapters.

E. If you need assistance, contact your sponsor, one of the Leadership Team Members, or a Membership Committee member. Everyone here wants you to be successful.

Launching Pad Questions

1. My 3 best customers are:

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2. Examples of referrals that work well for me are:

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3. My best Contact Sphere professions are:

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4. New doors I’d like to open include:

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