



BNI Chapter Member Commitments

Required as a condition for membership acceptance or renewal

I, _____, understand, agree and commit to the following:

I understand that success in BNI requires commitment. Commitment to the philosophy of Givers Gain. Commitment to giving business to others so they will want to give business back to you. Commitment to being a positive, supportive and contributing member of the chapter.

I understand, agree and commit to the BNI Code of Ethics: (please initial each item)

- _____ I will provide the quality of service at the price that I have quoted
- _____ I will be truthful with the members and their referrals
- _____ I will build goodwill and trust among members and their referrals
- _____ I will take responsibility for following up on the referrals that I receive
- _____ I will display a positive and supportive attitude with BNI members
- _____ I will live up to the ethical standards of my profession

I understand, agree and commit to the (insert chapter name here) BNI Chapter expectations: (please initial each item)

_____ ATTENDANCE: I will attend all meetings I can and will arrange for a qualified substitute who can present my 60-45-30 second introduction and business cards when I cannot attend. I understand that I am allowed a maximum of three absences without a substitute during any six month period (Oct-Mar, Apr-Sep). I understand that if I do not meet this standard, that my membership classification may be opened to new applicants through my dismissal from the group.

_____ PUNCTUALITY: I will show up on time, and I will stay for the entire meeting. I will arrive no later than (insert meeting time here) am every (insert meeting day here) morning and will stay through the end of the meeting. I understand that it is common to arrive 15 to 30 minutes early and remain for 15 to 30 minutes after a meeting to schedule One on Ones and to follow up on referrals I have passed and been passed.

_____ TRAINING: I understand that training is an essential, key ingredient to successful membership. I will attend Advanced Training no less than once per quarter and MSP training annually (Leadership Team members attend monthly Advanced Training). I will report my attendance at training to the Educational Coordinator for tracking purposes. I understand that I can obtain training schedules from the chapter's Educational Coordinator.

_____ CREDIT: I will always thank chapter members who refer me closed business by filling in a "Thank You for the Money" card and placing it in the basket during the Referral Portion of the meeting.

_____ PREPARATION: I will come to every chapter meeting with at least one of following four things: 1) a qualified "Level 3" referral or better, 2) a visitor, 3) a testimonial of business provided by one of our chapter members, or 4) a completed "Thank You for the Money" card.

_____ PROFESSIONALISM: I will exemplify the BNI philosophy in everything I do. I will be professional, be courteous, and promote the "Givers Gain" attitude to my fellow chapter members and visitors.

_____ FOCUS: I will focus on helping 2 to 3 of my fellow members through weekly One on One meetings and referrals. I will expand to 6 to 8 members as my success and time allow. I will seek assistance from the chapter's Mentoring Committee if I have difficulty with any aspect of the referral process or other BNI obligations.

_____ BUSINESS: I understand that BNI membership is a "business commitment, not a club" and as such I will take it seriously and live up to any and all obligations to which I agree within the chapter in accordance with BNI policies and procedures.

I understand that this is a demanding chapter and that it is our mutual commitment to success that makes us strong and profitable. By signing below, I am committing to meet or exceed the above standards:

Print: _____ Signed: _____ Date: ___/___/___

Approved by Membership Committee

Print: _____ Signed: _____ Date: ___/___/___