



ADVANCED TRAINING

You are eligible to attend Advanced Training if you have attended Member Success Program since Jan 2008.

Are you ready to take your BNI membership to the next level?

There are four advanced training modules; complete all four in any order.

<p>10 Minute Presentations This training will:</p> <ul style="list-style-type: none"> • Make it easy to create powerful and results-driven presentations. • Provide detailed outlines to help you craft effective 10 minute presentations. • Help you make it comfortable for your referral partners to bring you up in conversation. • Be a fun networking opportunity with dynamic, energetic and like-minded professionals. 	<p>One-to-ones This training will:</p> <ul style="list-style-type: none"> • Position you to take control of your referral relationships. • Teach you a step-by-step procedure for efficient one-to-one meetings. • Allow you to nurture long-lasting relationships with your members. • Be a fun networking opportunity with dynamic, energetic and like-minded professionals.
<p>Referrals This training will:</p> <ul style="list-style-type: none"> • Increase the profitability of your BNI referral network. • Teach you the steps to develop different types of referral partners: Advocators, Promoters, and Creators. • Help you make it easy for your referral partners to pass you referrals. • Be a fun networking opportunity with dynamic, energetic and like-minded professionals. 	<p>60 Second Presentations: This training will:</p> <ul style="list-style-type: none"> • Double the impact of your weekly presentation. • Provide a procedure to create effective 60 second presentations. • Help your referral partners know what to say when they find a referral for you. • Be a fun networking opportunity with dynamic, energetic and like-minded professionals.

What members are saying...

"I think the BNI training I have attended is on par with much of what I experienced during my 36 years working with IBM. It is relevant and worthwhile. I feel my time was well spent. For the fee, there is no better business education anywhere."

Steve Stanton – Leelanau Computer Repair – Suttons Bay

"BNI training is world class. It has helped me to become a better BNI member, but also helped me in all areas of business and some areas of personal development."

Linda Maginity – The Bottom Line Bookkeeping – Traverse City

***IMPORTANT** - To ensure adequate materials and space, register **TWO** days prior to the session you would like to attend.
 *Directions to training location are online at www.bni-mi.com. *Cost for training is \$20. Fees cover meeting room costs and coffee. *You are eligible to attend Advanced Training if you have been to MSP since Jan 2008. *If the class schedule is out of date, check for updates at www.bni-mi.com.

ADVANCED TRAINING – 2011 SCHEDULE

Updated 11/11/10

You are eligible to attend Advanced Training if you have attended Member Success Program since Jan 2008.

10 Minute Presentations	Referrals	One-to-Ones	60 Second Presentations
<p><u>Clio/Flint</u> Mott CC – Rm 131 <u>7:30AM-10:30AM</u> Mon – 02/07/11</p>	<p><u>Clio/Flint</u> Mott CC – Rm 131 <u>7:30AM-10:30AM</u> Mon – 06/06/11</p>	<p><u>Clio/Flint</u> Mott CC – Rm 131 <u>7:30AM-10:30AM</u> Mon – 08/08/11</p>	<p><u>Clio/Flint</u> Mott CC – Rm 131 <u>7:30AM-10:30AM</u> Mon – 10/31/11</p>
<p><u>Grand Rapids</u> Dominican Ctr <u>7:30AM-10:30AM</u> Mon – 02/14/11</p>	<p><u>Grand Rapids</u> Dominican Ctr <u>7:30AM-10:30AM</u> Mon – 06/13/11</p>	<p><u>Grand Rapids</u> Dominican Ctr <u>7:30AM-10:30AM</u> Mon – 08/15/11</p>	<p><u>Grand Rapids</u> Dominican Ctr <u>7:30AM-10:30AM</u> Mon – 11/21/11</p>
<p><u>Kalamazoo</u> GKAR <u>7:30AM-10:30AM</u> Mon – 01/24/11</p>	<p><u>Kalamazoo</u> GKAR <u>7:30AM-10:30AM</u> Mon – 04/18/11</p>	<p><u>Kalamazoo</u> GKAR <u>7:30AM-10:30AM</u> Mon – 07/11/11</p>	<p><u>Kalamazoo</u> GKAR <u>7:30AM-10:30AM</u> Mon – 10/17/11</p>
<p><u>Okemos/Lansing</u> Hampton Inn <u>7:30AM-10:30AM</u> Fri – 01/21/11</p>	<p><u>Okemos/Lansing</u> Hampton Inn <u>7:30AM-10:30AM</u> Fri – 04/15/11</p>	<p><u>Okemos/Lansing</u> Hampton Inn <u>7:30AM-10:30AM</u> Fri – 07/29/11</p>	<p><u>Okemos/Lansing</u> Hampton Inn <u>7:30AM-10:30AM</u> Fri – 09/30/11</p>
<p><u>Petoskey</u> Holiday Inn Exp <u>7:30AM-10:30AM</u> Fri – 02/18/11</p>	<p><u>Petoskey</u> Holiday Inn Exp <u>7:30AM-10:30AM</u> Fri – 06/24/11</p>	<p><u>Petoskey</u> Holiday Inn Exp <u>7:30AM-10:30AM</u> Fri – 08/26/11</p>	<p><u>Petoskey</u> Holiday Inn Exp <u>7:30AM-10:30AM</u> Fri – 11/18/11</p>
<p><u>Southfield</u> Southfield Marriott <u>7:30AM-10:30AM</u> Mon – 01/31/11 Mon – 07/25/11</p>	<p><u>Southfield</u> Southfield Marriott <u>7:30AM-10:30AM</u> Mon – 02/21/11 Mon – 08/22/11</p>	<p><u>Southfield</u> Southfield Marriott <u>7:30AM-10:30AM</u> Mon – 04/25/11 Mon – 10/24/11</p>	<p><u>Southfield</u> Southfield Marriott <u>7:30AM-10:30AM</u> Mon – 06/20/11 Mon – 11/28/11</p>
<p><u>Traverse City</u> TAAR <u>7:30AM-10:30AM</u> Fri – 01/14/11</p>	<p><u>Traverse City</u> TAAR <u>7:30AM-10:30AM</u> Fri – 04/29/11</p>	<p><u>Traverse City</u> TAAR <u>7:30AM-10:30AM</u> Fri – 07/15/11</p>	<p><u>Traverse City</u> TAAR <u>7:30AM-10:30AM</u> Fri – 10/21/11</p>

How to register:

On Line: (best) www.bni-mi.com

By Fax: Fax this form to (586) 336-1900

Cost to attend: \$20.00 - Fee helps cover meeting room costs and coffee. Need help? Have questions? Contact our office by e-mail: (preferred) henri@bni-mi.com or by phone at (586) 336-3000 x 111, or contact your Director.

** Directions to training locations are available on line.

YES, I have been to *Member Success Program* since Jan 2008.

Name: _____ Chapter Name: _____

Phone: _____ Email: _____

I will be attending Advanced Training: (write in date and location)

Date: _____ Location: _____