



Member Success Program

For all BNI Members

**** Attendance is required within your first 60 days of membership.****

The Member Success Program is for new members to learn how to get the most from their BNI membership, and for seasoned members who would like to brush up on their networking skills.

At the Member Success Program you will learn:

- How to get more referrals quickly
- How to craft an effective 60 second presentation
- The do's and don'ts for your 10 minute presentation
- The difference between a good referral and a bad referral
- The top ten things it used to take members months to learn

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

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 online.

Name: _____ Chapter Name: _____

Phone: _____ Email: _____

I will be attending Member Success Program: (write in date and location)

Date: _____ Location: _____

***IMPORTANT** - To ensure adequate materials and space, register at least **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. *Attend this training within your first 60 days of membership. *Attendance in the Member Success Program is enforced by Membership Committees. If you have a question about the requirements for attending, talk to your Membership Committee or Leadership Team. *If the class schedule is out of date, check for updates at www.bni-mi.com.

Member Success Program – 2011 SCHEDULE

updated 11/23/10

Brighton

Homewood Stes by Hilton

7:30AM-10:30AM

- Fri – 02/18/11 (HG)
- Fri – 04/15/11 (HG)
- Fri – 06/17/11 (HG)
- Fri – 08/19/11 (HG)
- Fri – 10/14/11 (HG)
- Fri – 12/09/11 (HG)

Clio/Flint

Mott Comm College

7:30AM-10:30AM

- Fri – 01/28/11 (MC)
- Fri – 03/25/11 (MC)
- Fri – 05/20/11 (MC)
- Fri – 07/22/11 (MC)
- Fri – 09/23/11 (MC)
- Fri – 11/18/11 (MC)

Grand Haven

Holiday Inn-Spring Lake

7:30AM-10:30AM

- Mon – 01/24/11 (GK)
- Mon – 03/28/11 (GK)
- Mon – 05/23/11 (GK)
- Mon – 07/25/11 (GK)
- Mon – 09/26/11 (GK)
- Mon – 11/28/11 (GK)

Grand Rapids

Dominican Ctr

7:30AM-10:30AM

- Fri – 01/21/11 (LF)
- Fri – 02/18/11 (LF)
- Fri – 03/18/11 (LF)
- Fri – 04/22/11 (LF)
- Fri – 05/13/11 (LF)
- Fri – 06/17/11 (LF)
- Fri – 07/15/11 (LF)
- Fri – 08/19/11 (LF)
- Fri – 09/16/11 (LF)
- Fri – 10/14/11 (LF)
- Fri – 11/18/11 (LF)
- Fri – 12/16/11 (LF)

Jackson

Baker College

7:30AM-10:30AM

- Fri – 01/21/11 (TS)
- Fri – 02/18/11 (TS)
- Fri – 03/18/11 (TS)
- Fri – 04/22/11 (TS)
- Fri – 05/13/11 (TS)
- Fri – 06/17/11 (TS)
- Fri – 07/15/11 (TS)
- Fri – 08/19/11 (TS)
- Fri – 09/16/11 (TS)
- Fri – 10/14/11 (TS)
- Fri – 11/18/11 (TS)
- Fri – 12/16/11 (TS)

Kalamazoo

Greater Zoo Assoc Rltrs

7:30AM-10:30AM

- Mon – 02/07/11 (AD)
- Mon – 04/11/11 (AD)
- Mon – 05/16/11 (AD)
- Mon – 06/20/11 (AD)
- Mon – 08/01/11 (AD)
- Mon – 10/03/11 (AD)
- Mon – 12/05/11 (AD)

Okemos/Lansing

Hampton Inn

7:30AM-10:30AM

- Fri – 02/25/11 (LC)
- Fri – 04/29/11 (LC)
- Fri – 06/10/11 (LC)
- Fri – 08/26/11 (LC)
- Fri – 10/28/11 (LC)
- Fri – 12/09/11 (LC)

Livonia Super Sat

Radisson Det-Livonia

7:30AM-10:30AM

- Sat – 01/22/11 (TBD)

New Haven

Oak Ridge Golf Club

7:30AM-10:30AM

- Mon – 01/03/11 (HG)
- Mon – 03/07/11 (HG)
- Mon – 05/02/11 (HG)
- Mon – 07/25/11 (HG)
- Mon – 09/26/11 (HG)
- Mon – 11/07/11 (HG)

Petoskey

Holiday Inn Express

7:30AM-10:30AM

- Mon – 02/14/11 (BU)
- Mon – 04/11/11 (BU)
- Mon – 06/13/11 (BU)
- Mon – 08/08/11 (BU)
- Mon – 10/10/11 (BU)
- Mon – 12/12/11 (BU)

Saginaw

Residence Inn Marriott

7:30AM-10:30AM

- Sat – 02/19/11 (JD)
- Sat – 04/09/11 (JD)
- Sat – 06/11/11 (JD)
- Sat – 08/13/11 (JD)
- Sat – 10/08/11 (JD)
- Sat – 12/10/11 (JD)

Southfield

Southfield Marriott

MORNINGS

7:30AM-10:30AM

- Mon – 01/10/11 (TKr)
- Mon – 02/14/11 (TKr)
- Mon – 03/14/11 (TKr)
- Mon – 04/11/11 (TKr)
- Mon – 05/09/11 (TKr)
- Mon – 06/13/11 (TKr)
- Mon – 07/11/11 (TKr)
- Mon – 08/08/11 (TKr)
- Mon – 09/12/11 (TKr)
- Mon – 10/10/11 (TKr)
- Mon – 11/14/11 (TKr)
- Mon – 12/12/11 (TKr)

Southfield

Southfield Marriott

EVENINGS

6:00 PM – 9:00 PM

- Wed – 01/19/11 (TBD)
- Wed – 02/16/11 (TBD)
- Wed – 03/16/11 (TBD)
- Wed – 04/20/11 (TBD)
- Wed – 05/18/11 (TBD)
- Wed – 06/15/11 (TBD)
- Wed – 07/20/11 (TBD)
- Wed – 08/17/11 (TBD)
- Wed – 09/21/11 (TBD)
- Wed – 10/19/11 (TBD)
- Wed – 11/16/11 (TBD)
- Wed – 12/14/11 (TBD)

Southwest Michigan

Holiday Inn - Pipestone

7:30AM-10:30AM

- Mon – 01/10/11 (GK)
- Mon – 03/14/11 (GK)
- Mon – 07/11/11 (GK)
- Mon – 09/12/11 (GK)

Traverse City

TAAR

7:30AM-10:30AM

- Mon – 01/10/11 (TKi)
- Mon – 03/14/11 (TKi)
- Mon – 05/09/11 (TKi)
- Mon – 07/11/11 (TKi)
- Mon – 09/12/11 (TKi)
- Mon – 11/14/11 (TKi)

Woodhaven

Holiday Inn Express

7:30AM-10:30AM

- Mon – 02/07/11 (SS)
- Mon – 04/04/11 (SS)
- Mon – 06/06/11 (SS)
- Mon – 08/01/11 (SS)
- Mon – 10/03/11 (SS)
- Mon – 12/05/11 (SS)

Attend any training

*Register online, or by fax.

*Instructor's initials appear after each date.