



BNI Referral Masters 2021 Mission
Create a team of 35 Master Connectors working together to solve
more challenges in the local business community and beyond

Referral Masters Visitor Agenda

1. Log-in, connection check, and A/V check Everyone	Begins 15 minutes before the start of the meeting and ensures everyone can hear and be heard. This time is also used for open networking.
2. Special Announcements President	Housekeeping items to keep the meeting on track.
3. Visitors Welcomed and Leadership Team Introduced President	Your time to wave and say hello, as well as meet the chapter's key contacts – You will have a chance to introduce yourself in more detail at a later part of the meeting!
4. Focus Core Value of the Week President	BNI's Core Values guide us all to be stewards of good business, so let's talk about them!
5. Purpose & Overview of BNI President	BNI is the largest and most successful organization of its type in the world. Givers Gain®!
6. Networking Education Education Coordinator	This is a great way to sharpen your networking skills by observing and learning.
7. BNI Leaders Announced President	This is where those who have passed the most referrals and brought in the most visitors are recognized for leading the way in helping their fellow members and soon you as well!
8. Recognize New and/or Renewing Members President	We recite our Code of Ethics for new or renewing members as a reminder of how we do business. Those who invest in joining will see success for their business with BNI.
9. Weekly Presentations Members	This is an opportunity for members to educate fellow members on how they add value and who they'd like to meet.
10. Visitor Presentations Visitors	Your time to shine! <ul style="list-style-type: none">• Introduce yourself• What do you do?• How do you add value?• Who would you like to meet?
11. Membership Committee Reports Vice President	Metrics (referrals, visitors) and membership trends (professions needed, pending applications) are reviewed to ensure our performance is the best it can be!
12. Speaker Rotation Announced Secretary/Treasurer	One or two members are featured each week to speak more in-depth about their business. The next few speakers are announced here.
13. Feature Presentation Feature Speaker	This spotlight presentation is a great way for a member to educate the rest of the chapter on their business and generate referrals.
14. Referrals and Testimonials Members	This is one of the most important parts of the meeting! This is where you will see all the incredible results of BNI being shared!
15. Reports Secretary/Treasurer	Renewals, Membership Dues communications, and Membership Application info is shared here.
16. Thank you to Visitors President	After this meeting, we'll ask you to stay on to learn how you can be a part of this great chapter!
17. Announcements, Reminders, Special Reports President	Upcoming networking events, training programs, and other regional activities are shared.
18. Closing Quote/Close Meeting President	Thanks for attending!