



BNI Membership Drive/Extravaganza



BNI Membership Drive Months - March - July

Grow Your Network, Contacts sphere and Your business (Bring New Members DURING March - July)

Traditionally, BNI groups use the springtime (March to July) to have Visitors membership drives to increase membership in their chapters and thus grow their network, power teams and with increased potentials for more business and proximity per member in the chapter..

To help motivate all BNI members to be thinking about growing their chapters and power teams, we would be joining the BNI family in doing the Membership Drive for 2022, which this year is a Dinner in a classic Hotel.

- **Membership Drive - Members - Sponsor one new member to your chapter**
- **Membership Drive - Chapters - Add 10 new members to your chapter.**

If you sponsor a member during the period, you get an Award Certificate and a 10% cash back on your membership fees

If your chapter signs up 10 new members during the months of March - July, each New Member Sponsor (current BNI member who invites a visitor that joins the chapter) will be entered into the drawing for the Dinner.

So- pull out your rolodexes, and get your networking shoes and hats on....let's invite some great visitors to your chapter, and maybe we can have YOU win this great prize!!

Message

Are you looking for a way to drive up your business?

Shift Your business into high gear with a proven business referral system that will help you win

Find out more by interacting with current members at a chapter visit

Activities to Power the Membership Drive / Extravaganza

Activities 1

Week 1	-	Bring Your Friend Day
Week 2	-	Bring Your Relative and Neighbor Days
Week 3	-	Bring Your Supplier and Clients Day
Week 4	-	Bring Your Social media Contact Day
Week 5.	-	Bring Your Competitor Day

Activity 2

Each new member to be inducted comes with five guests the day of induction

Each member giving Featured presentation come with two guests
Members invites Guests to come listen toGiving featured presentation

Activity Three

Visitor Day Event /Workshop every fourth week of the month from March

Activity Four

Weekly announcements of Membership Drive Leaders

Activity Five

Weekly followup with all Guests and invitees
Visitor orientation at end of each meeting
Open Networking before each meetings
Power teams to commence meeting and activities from march

Activity Six

LT to lead the Membership Drive and Extravaganza
LT Training in the Month of March
Visitor team and Membership Committee in the Month of March
Weekly reminders and tips on inviting and growing the chapters.

Activity seven

Play the BNI Game every week

Activity Eight

Allocate Five to ten Minutes during the Weekly meetings each week for the membership Drive talk and this should include a summary of how to invite and where to get people to invite. Also mention the Network Leaders.

Activity Nine

Do not forget a rich and exiting Visitor orientation Program / Session each week after the meeting

Activity Ten

Follow up each week with the Visitors and guests. Enter their names on BNI connect. Call them during the week after the meeting, follow up the next week and remind them to join. There is fortune in follow ups.

Activity Eleven

Follow up and remind members to renew their memberships on time.

Activity Twelve

Win a Dinner in a classy Hotel

Members Extravaganza at the end of the membership Drive period. Awards and Plaques to members and Chapters that participate in the Drive

Benefits of the membership Drive

1. More Connections for members
2. Larger network for members and chapters
3. Larger marketing team for chapters
4. More business and money for members and chapters
5. More Active and fruitful weekly meetings
6. Fun times and much fun in the fundamentals for everyone



For every new member you sponsor into a Qualifying Chapter during the 2022 Member Extravaganza!, you will be entered into a drawing for a chance to win a dinner at a classy hotel with leading networkers from around the country!

- Dinner Date is August 13, 2022
- Your chapter qualifies for the drawing when 10 new members are added to your chapter between March - July 2022
- Members receive one entry into a drawing for each new member they sponsor
- There will be one winning member for every 3 qualifying chapters in the region
- The more new members you sponsor, the more chances you have to win!
- LT members whose chapters add ten new members automatically qualify for the dinner
- LT members whose chapters qualify will be entered into a drawing to attend the Tekedia MBA program





BNI GAME - TEAM'S SCORE CHART 2022

Week	Team Venus	Team Jupiter	Team Neptune
Week 1			
Week 2			
Week 3			
Week 4			
Week 5			
Week 6			
Week 7			
Week 8			
Week 9			
Week 10			
Week 11			
Week 12			
Week 13			
Week 14			
Week 15			
Week 16			
Week 17			
Week 18			
Week 19			
Week 20			
Week 21			
TOTAL SCORES			

Points System

Points Added	Points Assigned
Top 5 Vacant Categories visitor invited	5 points
Top 5 Vacant Categories visitor joins	15 points
Visitor invited	3 points
Visitor Joins	10 points
Internal referral passed	3 points
External referral passed	5 points
Testimonial and thank you for closed business	1 point
1 -2 – 1 (Limit of 2 points per member per week)	2 points
Attending visitor orientation meeting	1 point

Points Deducted	Points assigned
Late for start of meeting	-2 points
Leaving before the end of the meeting	-2 points
Absent without a substitute	-4 points
Forget Door prize	-3 points
Not giving your featured presentation	-2 points
Not giving a thank you for closed business	-2 points



Rules

- Total the points amassed by each member of the team and sum up weekly as the teams score for that week.
- Announce the teams scores each week with a buzz and fun in the fundamentals
- Announce the top five performers each week with a buzz and fun in the fundamentals
- You can appoint a Game Captain to handle the handle with weekly reminders to members or you can add this function to the Growth Coordinator's functions
- The team names above are just suggestive, the chapter is free to name the teams as it chooses.
- The chapter may also choose to use the Power Teams as the game teams
- If a person joins the chapter during the game but not invited by anyone at the BNI Chapter then they will join the team with the least amount of members. If there is a tie for least number of members, they will join the one with the most amount of game points.
- If a person invited by the chapter joins our BNI group they become a member of the team that invited them no matter what the size of the team.
- Only 2 points per member can be received for one to ones with another member each week.
- If any team drops below 4 members they will receive a +3 point subsidy each week for the duration of the game. If a new member joins they will still maintain this subsidy as being short of an original member.

ABOUT THE GAME

The game will run for five months weeks, from **March to July 2022**.

Chapters who play The BNI Game (Chapter Tool Kit) know that by putting the fun in fundamentals they have the key to chapter growth and retention. They keep everyone focused on BNI business and have a little fun in the process too. Not to mention a game end party for all!

For increasing membership and the quality and/or quantity of referrals, and when you're ready for a little more play the BNI Game.

The rules of the game are fairly straight forward. The members within a team are encouraged to work together to accrue points through positive actions such as inviting visitors, punctuality, wearing their pins and producing written testimonials for other members. Members also risk losing points for things like forgetting pins, lateness or absence. You can view the details of the point system and rules below.

A word from BNI Expert; “Remember, it may be a N25,000 cash prize now...but if the right visitor enters the room it could open big doors for your business.”

Remember you owe it to your team to win points. The more committed you are to the game the higher the chances for your team.

Good luck and may the best team win.

*Special Bonus: When your visitor joins, they also join your team!

ALWAYS make sure the teams add up the number of points they have generated and announce their scores weekly so as to inspire a little competitive spirit among the members. Keep it fun!

How to get extra weekly surprise bonus points:^[1] *The whole idea of “surprise bonus points” is to catch members in the act of doing something GOOD, so please do not reveal this list to your members; keep it a secret and have the President randomly pick a different one each week.*



- Have Fun in the Fundamentals, Eyes Focused on the Business