



Education Moment

Core Value: Accountability

Get The Most From Your Membership



ACCOUNTABILITY



LOSS

PROFIT

A person's hands are holding a white rectangular sign with the text "OPEN FOR BUSINESS" written in large, bold, red capital letters. The background is a vibrant, out-of-focus bokeh of various colors, including red, orange, yellow, and green, suggesting a festive or busy environment. The sign is held horizontally and is the central focus of the image.

**OPEN
FOR
BUSINESS**

A white signpost with three directional signs. The top-left sign points left and says 'GOOD'. The top-right sign points right and says 'BETTER'. The bottom-left sign points left and says 'BEST'.

GOOD

BETTER

BEST



**WHAT GETS MEASURED,
GETS DONE**



ATTENDANCE

- **PALMS**

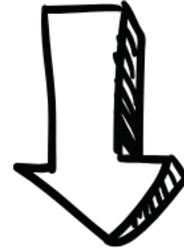
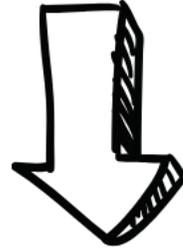
present absent late medical substitute

- **Attend the weekly meeting**

Can't be here???

- **Send your reliable substitute**

VISIBILITY



integrity

trust

honour

honesty

faith



CREDIBILITY



REFERRALS

- **Given & Received**

inside outside (tier 2) spin off (tier 3)

- **Give 1 referral per week**

Nothing to give a Redlands Member?

- **Give a Cross Chapter referral**



BE A GIVER

***based on the law of reciprocity
or
'what goes around, comes around'***



build relationships

build trust

feels great

GIVERS GAIN ATTITUDE



1-2-1's

- **Given & Received**

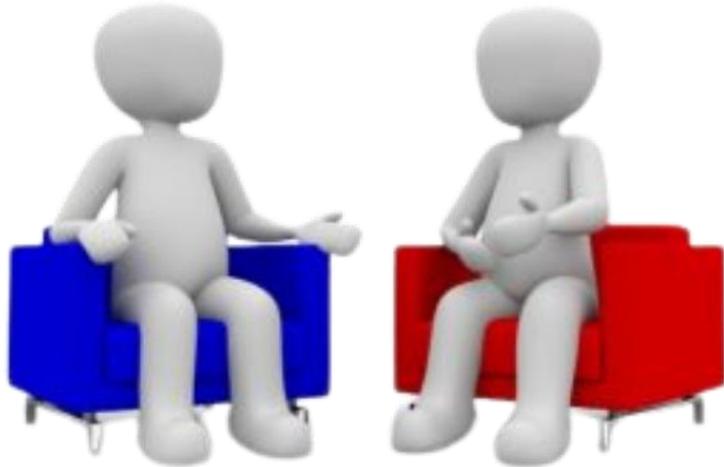
inside outside (tier 2) spin off (tier 3)

- **Have 1 meaningful 1-2-1 p/wk**

*Also meet Cross Chapter
or even International members*

BUILD RELATIONSHIPS

visibility + likeability



credibility



profitability



CEU's

- **Chapter Education Units**

Read SuccessNet Newsletter - 1pt

Listen to BNI Podcast for 1hr - 1pt

Member Success Program 2.5hrs - 3pts

Workshops & Courses - 1hr = 1pt

- **1hr of Personal Learning p/wk**

PERSONAL LEARNING



when you learn, you earn



***grow your mind
grow your business***



***grow chapter success
grow chapter***



Visitors

- Share our members skills
- Help expand their network

- Bring 1 visitor per month

GROWTH



boost your visibility

increase your network

their gratitude

shows you're a giver

promote 'word of mouth'

grow & replace members

NEW PEOPLE = NEW OPPORTUNITIES



One visitor a month

One referral per week



One meeting per week

One 1-2-1 per week



THE POWER OF ONE BNI®



One CEU per week

#	Members	Attend.	Ref/wk	121/wk	Vis/mo.	CEU/wk	SP	TYFTB(\$)	Pts
1	Bianca Stubbs	100.0% 200	5,50 200	1,80 200	1,95 200	1,15 200	3	113,915	100 ↓
2	Danni Taylor	100.0% 200	3,36 200	4,91 200	2,36 200	3,18 200	6	54,813	100 ↓
3	Sue-Emma Rogan	95.0% 200	1,30 200	3,40 200	1,30 200	1,20 200	7	7,232	100 ↓
4	Sharelle Garvey	100.0% 200	2,37 200	4,68 200	0,91 15	1,84 200	1	9,387	95 ↓ 5
5	Kylie Hancox	100.0% 200	1,06 200	0,89 15	1,93 200	2,11 200	4	431	95 ↓
6	Emily Woodward	100.0% 200	1,00 200	2,65 200	0,65 15	4,20 200	2	13,380	90 ↑ 5
7	Tia Greig	100.0% 200	1,50 200	2,55 200	0,43 15	1,65 200	1	10,144	85 ↓
8	Daniel Canfield	100.0% 200	1,25 200	1,50 200	0,43 15	1,40 200	1	77,911	85 ↑ 5
9	Chris Smith	100.0% 200	1,46 200	1,46 200	0,33 15	1,00 200	0	3,920	85 ↓
10	Boyd Wright	100.0% 200	1,10 200	1,20 200	0,22 15	1,50 200	0	11,955	80 ↓
11	Nikki Daly	100.0% 200	1,13 200	3,07 200	0,00 15	4,53 200	0	5,929	80 ↑ 5
12	Megan Hutson	91.0% 15	0,91 15	1,45 200	0,39 15	1,45 200	0	1	75 ↓
13	Benjamin Holzworth	95.0% 15	0,95 15	1,84 200	0,46 15	0,89 15	0	34,726	70 ↓
14	Andrew Bowker	95.0% 15	0,84 15	1,00 200	0,00 15	1,26 200	0	69,068	70 ↓
15	David Auger	100.0% 200	1,00 200	0,50 15	0,00 15	1,00 200	4	1,538	70 ↓ 5
16	Daniel Schmidt	95.0% 15	1,00 200	0,74 15	0,00 15	1,68 200	2	20,868	65 ↓
17	Jade Karipa	95.0% 200	0,65 15	0,35 15	0,65 15	2,30 200	0	700	65 ↓ 10
18	Carlos Robinson	95.0% 200	0,50 15	1,15 200	0,00 15	0,85 15	0	11,090	65 ↓
19	Lee Scott	94.0% 15	0,47 15	0,88 15	0,51 15	1,06 200	0	296	65 ↓
20	Michael Salt	100.0% 200	0,65 15	0,35 15	0,43 15	1,80 200	2	9,124	60 ↓ 10
21	Liam Olders	100.0% 200	0,46 15	0,62 15	0,00 15	0,85 15	0	352	50 ↓ 10
22	Brett Hansen	94.0% 15	0,22 15	0,89 15	0,00 15	0,94 15	0	21,099	45 ↓ 15
23	Daniel Ulaszyn	93.0% 15	0,07 15	0,79 15	0,00 15	0,50 15	0	1,429	40 ↓ 10