



TOP 10 WAYS

to earn

in BNI

TRUST

SHOW UP EARLY



A row of white plastic chairs in a stadium, with one red chair standing out. The chairs are arranged in a curved row, and the red chair is the only one of its color in the scene. The background is a plain, light-colored wall.

DON'T MISS A MEETING

UNLESS IT'S COMPLETELY UNAVOIDABLE

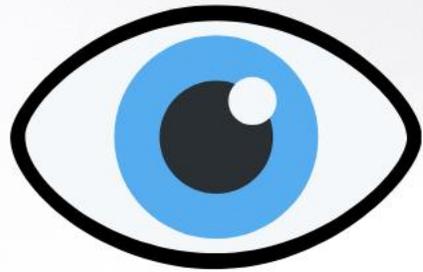
~ and then send a reliable Sub ~

INVITE GUESTS

~ at least 1 per month ~



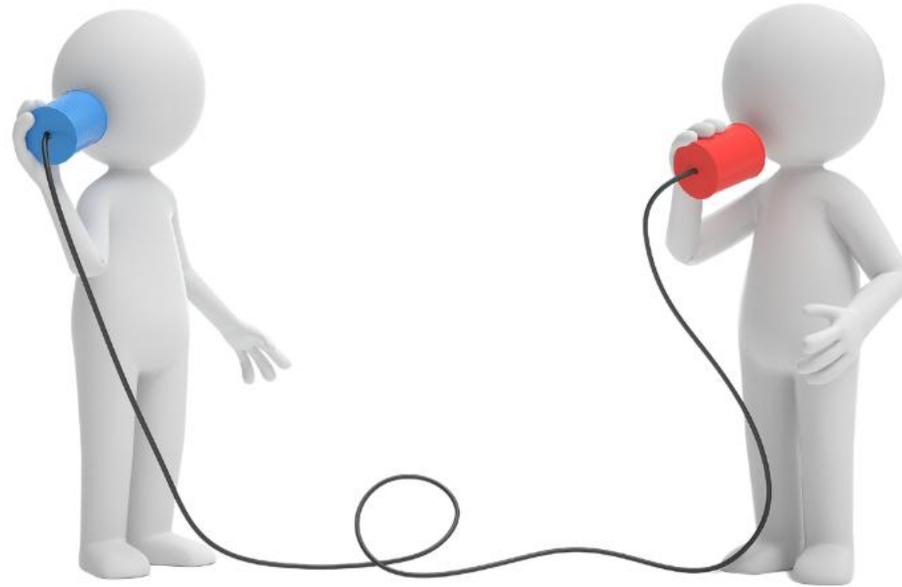
**GIVE THE
FEATURE PRESENTER
YOUR
UNDIVIDED ATTENTION**



**GIVE MEMBERS
THE TOOLS
TO SELL
YOUR
PRODUCTS OR
SERVICES
IN YOUR
WEEKLY
PRESENTATION**



**QUICKLY FOLLOW UP
ON THE REFERRALS YOU RECEIVE**



**& LET YOUR REFERRAL PARTNER KNOW
THE RESULTS STRAIGHT AWAY**



**QUALITY 1-2-1s TO KNOW & UNDERSTAND
YOUR REFERRAL PARTNER + THEIR BUSINESS**

A black magnifying glass is centered in the frame. The lens is clear and contains the text "BE SPECIFIC" in bold, black, uppercase letters. The handle of the magnifying glass extends towards the bottom left. The background is a light, textured surface with faint, radiating lines.

**BE
SPECIFIC**

~ SPECIFIC IS TERRIFIC ~

**WHAT IS YOUR
POINT OF DIFFERENCE?**

**USE YOUR
FEATURE PRESENTATION
TO BUILD YOUR
CREDIBILITY**



BE POSITIVE & SUPPORTIVE

BE AN ENCOURAGER



