



**BUILDING RELATIONSHIPS**

...

**USE YOUR BIO  
& GAINS PROFILE  
IN 121s**



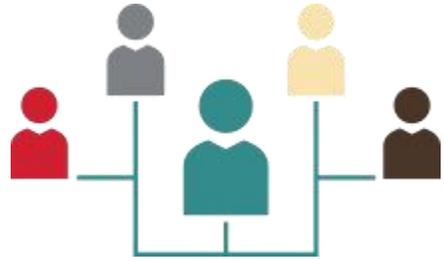
SKILLS

GOALS



ACCOMPLISHMENTS

**BNI<sup>®</sup>**



NETWORKS

INTERESTS





# G

# GOALS

What are the objectives that are important to you?

What are the problems you want to solve?

Financial targets

Business goals

Personal aspirations

Educational objectives



# A

# ACCOMPLISHMENTS

What big projects have you completed in business or as an employee?

What are your accomplishments as a student or parent?



# INTERESTS

What are the things you really enjoy doing?

The music you like to listen to, the hobbies you spend time on, the sports you like to play or watch?

People are more willing to spend time with people they share interests with



# NETWORKS

# N

Each of your contacts is a part of many networks.

Do you know what these are, how big they are?

Each of us has the potential to connect with hundreds or thousands of people if we cultivate these resources.



# SKILLS

# S

What do you do especially well?

What are the professional areas in which you excel?

Don't be afraid to share this information with your contacts, and learn about the talents and abilities of the people in your network as well.



**BE  
SPECIFIC**

**Goals**

*Goals are the business or personal objectives you want or need to meet for yourself or the people who are important to you. You need to define your goals and have a clear picture of the other person's goals. The best way to build a relationship with someone is to help them achieve their goals!*

Goals:

**Accomplishments**

*People like to talk about the things they are proud of. Remember, some of your best insight into others comes from knowing what goals they have already achieved. Your knowledge, skills, experiences and values can be surmised from your achievements. Be ready to share your accomplishments with the people you meet.*

Accomplishments:

**Interests**

*Your interests can help you connect with others. Interests are things like playing sports, reading books and listening to music. People like to spend time with those who share their interests. When you and your network source share the same interests, it will strengthen your relationship.*

Interests:

**Networks**

*You have many networks, both formal and informal. A network can be an organization, institution, company or individual you associate with.*

Networks:

**Skills**

*The more you know about the talents and abilities of the people in your network, the better equipped you are to find (and refer!) competent affordable products and services when the need arises. And when you're trying to roundup business opportunities, the more people know about your skills, the better your chances!*

Skills:

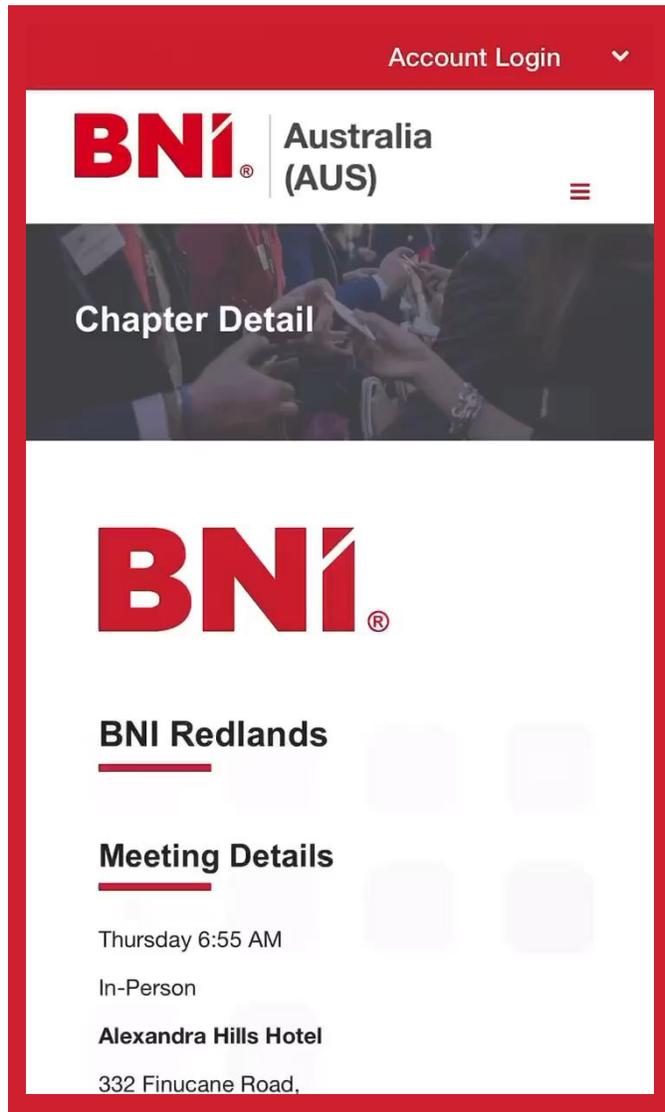
How well do you know the people you want to include in your network? Chances are you have a little homework to do. Spend more time with the people you already know and concentrate on learning these five essentials – their goals, accomplishments, interests, networks, and skills. Make sure you give back the same kind of information. The more they know about you, the faster your name will come to mind when an opportunity arises in which your products, services, knowledge, skills or experience might play a part.

# BNI Biography

## Biography Sheet

Name:		Company Name:	
Location:			
Profession:		Years in the Business:	
Previous Types of Jobs:			
Spouse/Partner:			
Children:			
Pets:			
City of Residence:		Years in the City:	
Hobbies/activities/interests:			
Burning desire:			
Something no one knows about you:			
Key to success:			

# Why Do My GAINS?



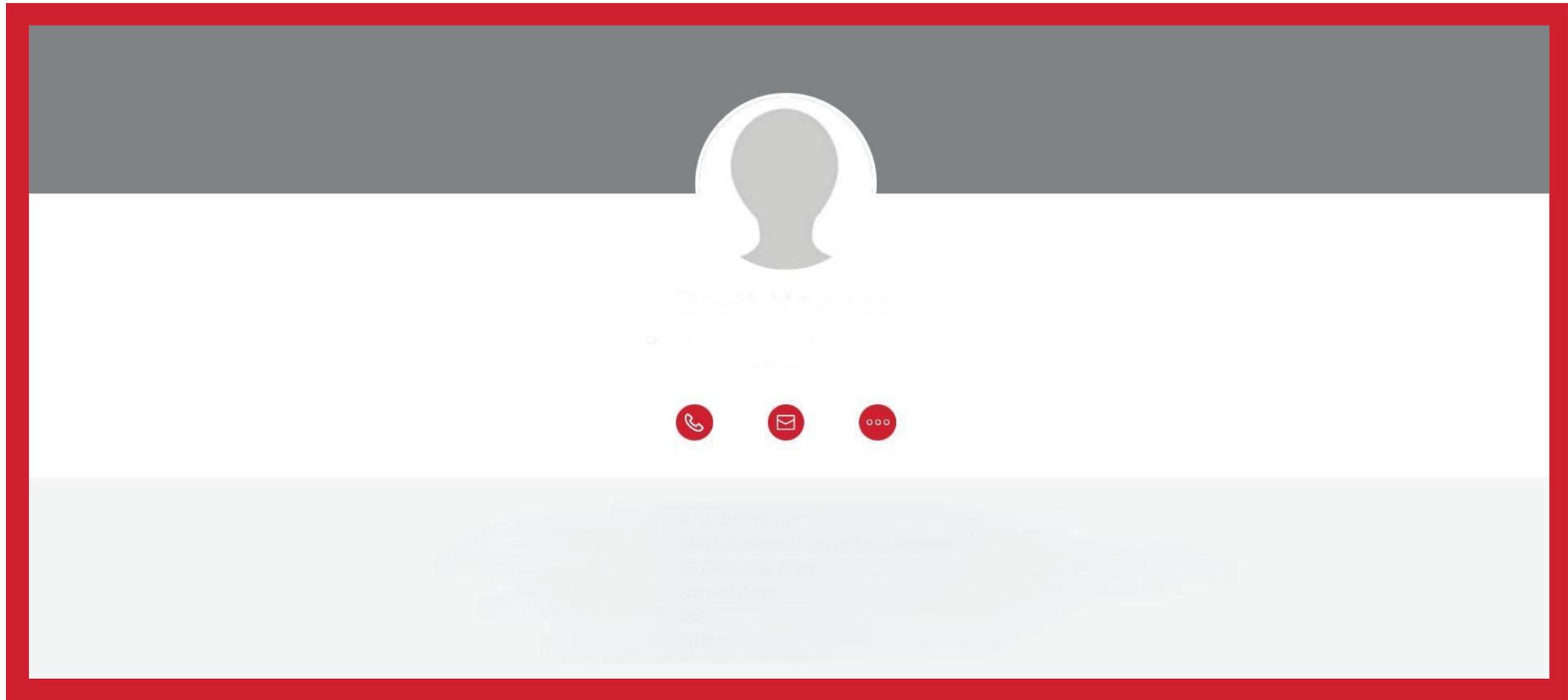
The screenshot shows the BNI Australia (AUS) website interface. At the top right, there is an 'Account Login' link with a dropdown arrow. The main header features the BNI logo and 'Australia (AUS)' with a menu icon. Below the header is a dark banner with the text 'Chapter Detail' and a background image of hands shaking. The main content area displays the BNI logo, followed by the chapter name 'BNI Redlands' which is underlined. Below this, 'Meeting Details' is also underlined. The meeting information includes: 'Thursday 6:55 AM', 'In-Person', 'Alexandra Hills Hotel', and '332 Finucane Road,'.

## BNI Redlands website

<http://events.bni.com.au/en-AU/chapterdetail?chapterId=eOwIYrnUQYJ6ngqPVCknmw%3D%3D&name=BNI%20Redlands>



# Chapter Website is Public!



**Would you have a blank website?**



Exchange your **GAINS**  
before you meet

# Find Common Ground Before You Meet!



**Find Your *spark***

## Danni Taylor

Nutrition, Health & Wellness Coach  
Independent Isagenix Consultant  
&  
Private Netball Coach

### Personal Biography

About

Find Your Spark offers nutrition and wellness products and personalised coaching services to fuel your body and achieve your goals in all aspects of life. Creating a balanced approach to health using the scientifically backed Isagenix nutritional cleansing system while motivating & educating to empower and inspire lifelong wellness rituals.

Contact

📞 0407-858-652  
✉️ [danni@findyourspark.com.au](mailto:danni@findyourspark.com.au)  
🌐 [www.findyourspark.com.au](http://www.findyourspark.com.au)  
🏠 Brisbane, QLD, Australia

BNI Details

📍 Chapter: BNI Redlands (Brisbane, QLD)  
📋 Category: Health & Wellness Products  
🌿 Contact Sphere: Health & Wellness

Education

**DEAKIN UNIVERSITY**  
Bachelor Degree in Education (Primary)  
Bachelor Degree in Human Movement

**NETBALL AUSTRALIA**  
Intermediate Coaching Accreditation  
Currently Undertaking Advanced Accreditation

Hobbies

**OVERSEAS TRAVEL**  
I have been to 19 countries & 5 continents. Tokonki Island in Fiji & Walt Disney World in Florida will always hold a special place in my heart

**GOING TO THE GYM & GROUP CLASSES**  
To stay fit and healthy, and to appease my competitive side.

**EXPLORING CAFES & BAKERIES**  
To find the best donuts! I'm slightly obsessed with the sweet perfection of the ultimate sticky, custardy, chocolatey doughie!

**ORGANISING**  
I love having a place for everything and everything in its place! Items in my home are corralled, contained & labelled. Ahhh!

### BNI GAINS Profile

Goals

**To positively impact the health and lives of over 1000 people in as short a time as possible.**

Interests

**WATCHING MOVIES**  
At the cinema and on family movie nights at home. I love Marvel superhero and Disney animated films. I'm a big fan of virtually everything Star Wars and the cult classic The Princess Bride. My all-time-faves include action crime Point Break and rom-com love stories Notting Hill and The Notebook.

**LISTENING TO MUSIC**  
My parents heavily influenced my taste and I'm often referred to as "stuck in a time warp" or "a human karaoke machine" as I like a diverse range of artists and bands. My Spotify Playlists include artists such as The Eagles, Phil Collins, Simply Red, The Beatles and Hall & Oats - most whom I have seen live in concert.

**NETBALL COACHING & VOLUNTEERING**  
I love giving back to the sport that gave me so much joy and pass on my knowledge and expertise to upcoming young devoted netballers.

Networks

Facebook (Global)  
BNI Melbourne South Region (VIC)  
Derinya Primary School (VIC)  
Patterson Lakes Primary School (VIC)  
Frankston High School (VIC)  
Sandhurst Club Residents (SE Melb.)  
Life Energy PT (Frankston Sth, VIC)  
Netball Victoria  
Victorian Netball League (VIC)  
Sorrento Football Netball Club (VIC)  
MPNFL Netball Opposition Clubs (VIC)  
Frankston & District Netball (VIC)  
Cameo Tigers Netball Club (Seaford, VIC)  
Waverley Netball Centre (VIC)  
Red Zone Warriors Spin Crew (VIC, Online)  
Carlisle Homes (VIC)  
Faith Lutheran College Redlands (QLD)  
Dolphins Netball Club (Redlands, QLD)  
Redlands Netball (QLD)

Accomplishments

**BUSINESS:**  
In my first three years of business, I have personally coached 300+ people towards their health goals, teaching them to change poor eating habits, educating them on healthy life principles, and helping them to collectively lose almost 2000 kilograms.

**PROFESSIONAL:**  
Double Degree in Applied Science (Human Movement) & Education (Primary Teaching)  
Assistant Coach Victorian Netball League  
Intermediate Coaching Accreditation (Netball Australia)

**SPORTING:**  
Player in Australia's Netball League for 4 yrs (Melbourne Phoenix; Melbourne Kestrels)  
Toured South Africa, New Zealand, the Cook Islands & around Australia playing netball  
Full Live-In AIS & Full VIS Scholarship Holder  
Representative Player in State Netball Teams (Victoria & ACT)  
Leader Newspaper Sports Star of the Year (Finalist)

**PERSONAL:**  
Marrying my teenage sweetheart  
Raising 2 kind, independent & loving children  
Battling 2 years of darkness and depression and coming out the other side  
Losing 18kg of unhealthy weight over 5 months and finding my spark  
Relocating interstate (Melb-Bris) away from my whole family & friend network to live by #familyfreedomfunandfood

Skills

Teaching	Coaching
Observation	Giving Feedback
Teamwork	Building Rapport
Organisation	Public Speaking
Responsible	Attention To Detail
Self-Motivation	Empathising
Active Listening	Problem Solving
Checking In	Goal Setting
Customer Service	Record Keeping
Providing Structure	Good Communicator
Computer Literate	Netball Skills & Strategy
Social Media Savvy	Event Planning
Project Management	



# Why Do My Biography?

## Feature Presentation



The Secretary-Treasurer uses your BNI Connect Biography to introduce you for your feature presentation.

Your Feature Presentation introduction can really add to it and not use any of your talking time!

Write it and make use of every word!



**Plan to do a 121** after our weekly meeting

Alternatively, block it out as a business appointment each week

# Arriving In Your Inbox Today ...

**BNI**  
12

**BNI** Member BIC

**BUSINESS INFO**

Name: \_\_\_\_\_  
 Profession: \_\_\_\_\_  
 Location: \_\_\_\_\_  
 Previous Types of \_\_\_\_\_

**PERSONAL INFO**

Family Information  
 a. Spouse: \_\_\_\_\_  
 b. Children: \_\_\_\_\_  
 c. Animals: \_\_\_\_\_  
 Hobbies: \_\_\_\_\_  
 Activities of Interest: \_\_\_\_\_  
 City of Residence: \_\_\_\_\_

**MISCELLANEOUS**

My burning desire  
 Something no one  
 Keys to success: \_\_\_\_\_

	Date/Time	BNI Member
Week 1		
Week 2		
Week 3		
Week 4		
Week 5		
Week 6		
Week 7		
Week 8		
Week 9		
Week 10		
Week 11		
Week 12		

**BE SYSTEMATIC AND II**

You are more likely to refer business systematically scheduling a One-on-One member of your chapter each week professional relationships and further good

Use this worksheet to reference who you have met with outside of scheduled BNI meeting and the focus of that conversation

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**BNI** Goals

NAME: \_\_\_\_\_  
**Goals:**  
 Goals are the financial, business, educational people who are important to you. The best that's important to them. If you do, they'll

**Accomplishments:**  
 Some of your best insight into others completed, what they have accomplished experiences, values, and beliefs can be

**Interests**  
 Your interests – the things you enjoy doing People are more willing to spend time with

**Networks**  
 How would it benefit you to know what of with? A network could be an organization

**Skills**  
 As for Skills, the more you know about the you are to find competent, affordable services

**BNI** Contact Spheres

Contact Spheres are businesses or professional referrals for one another. They are in somewhat businesses. Businesses in a Contact Sphere that they support and enhance one another.

**BNI** E

1. List your last 10 customers
2. Circle the ones that are
3. Write your answers to

Where did these customers (customers)? What makes them

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.

What 3 professions

- 1.
- 2.
- 3.

Make a contact Sphere by inviting

Copyright

**BNI** Commit to take action!

The success of the One-on-One Business/Strategy Meeting depends on how well you follow through with the actions you have agreed to take.

**Top 5 Most Wanted Personal Introductions:**

Name:	Company Name:	Why?

Select one personal introduction that your BNI business partner can help you with in the next week:

\_\_\_\_\_

Identify one long-term goal/referral that your BNI business partner can help you achieve:

\_\_\_\_\_

What action steps need to be taken to make this long-term goal/referral a reality?

\_\_\_\_\_

By when? \_\_\_\_\_

Date of follow up One-on-One Business/Strategy Meeting? \_\_\_\_\_

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Who will you schedule  
a **One-To-One** with  
this week?