



Representing Macarthur, Sydney Southwest, Central Coast, Newcastle & Hunter Valley Region
"TO PASSIONATELY INSPIRE PEOPLE TO GET 100% OF THEIR BUSINESS THRU BNI"

FAQ.....

What should I expect on the first visit?

If you were invited by a guest, he or she can probably answer most questions you have, however here's a brief on what to expect. First, be prepared to dedicate yourself to a breakfast meeting from 7:00am - 8:30pm on one day of the week. Second, make sure you're ready to explain what you do to other members and what types of referrals are right for you. And third, learn what businesses you could align yourself with and start thinking about how you could help other businesses grow.

How are the meetings structured?

The meeting will start with open networking so you'll have the chance to walk around the room and have a chat. You will then sit down and commence the formal part of the meeting and hear about what the other members do.

Will I have to talk in front of everyone?

Provided there are no current members representing your profession, you'll be able to introduce your business to everyone. It's just a short informal introduction to who you are, nothing to be nervous about.

I've never been to this kind of thing, where can I get more help?

If you're feeling a little nervous or confused, that's perfectly normal. Glenn Kirkwood, the owner of BNI TEAM created three CD's to help people in this situation. [Click here](#) to check it out.

Will I be pressured to join after I attend my visitor meeting?

No. BNI doesn't work like that at all. In fact, members only truly want those people who really want to join since you are all working as a team to help one another. You will simply have a chance to see what it's all about and from there you can make your own decision without any pressure whatsoever.

What is the BNI TEAM compared to just BNI?

The BNI TEAM is a franchise of BNI that has chapters across NSW in Sydney Southwest, Central Coast, Newcastle and the Hunter Valley Regions. It was formed in 2006 and since then has won multiple BNI Australia awards including Best Rookie, Best Chapter Average, Best Growth and best Retention. [Click here](#) for more info on BNI TEAM.

What if I want to attend a Chapter not in the BNI TEAM regions?

That's no problem. [Click here](#) to be directed to all the other chapters across NSW.

If I decide to join after my visit, what do I receive?

- Increased exposure to many other people and businesses.
- Substantially increased volume of business referrals.
- An orientation audio CD giving the "Formula for Success" in BNI

- A name badge and a vinyl card holder to carry members' business cards
- Referral slips and marketing materials for your chapter plus more
- Participation in up to 50 networking meetings per year.
- Free listing on the BNI website trade directory

- Electronic newsletters on networking, word-of-mouth marketing and business.
- Opportunities to participate in cross chapter networking events and social functions.
- Free periodic workshops on networking