



Advanced Training Options



Member Success Program: This 3 hour session teaches members to give outstanding weekly presentations, 10-minute presentations, referrals and conduct profitable 1 to 1s.

Trainers: Brennan Scanlon, Nanette Polito, David Clegg, Steve Cain

Profitable 1 to 1s: Are you being social or getting business done? Learn the strategies you need to walk away from each meeting knowing how to pass business to each other.

Trainers: Nanette Polito, David Clegg, Anne Tabor

BNI Tune Up: White Board Session: Where are you on your ROI and why?

Trainers: Brennan Scanlon, David Clegg

Power of One Training: What would your Chapter look like if each member brought a referral, 1-2-1, and CEU weekly and a guest monthly? This training teaches members exactly what to do between meetings to maximize giving and gaining.

Trainers: Brennan Scanlon, David Clegg, Anne Tabor

BNI Connect Basics: Learn how to navigate the website so people can find all of your information. Use it to send referrals, track business received, and thank others for closed business.

Trainers: Brennan Scanlon, Shelley Warner

BNI Connect 2.0: Learn how to network beyond your chapter using BNI Connect. Many members are networking nationally and even internationally, and making money doing it! This training will show you how

Trainers: Brennan Scanlon, Shelley Warner

Who's in Your Room: What if you had to live your life in one room? Whoever you want to interact with in life is in that room. There is only one door. It is a one-way door. Whoever is in your room, stays in your room forever. Whoever comes into your room impacts your life directly in many ways. If you knew that this person would be in your room forever, would you have let that person in your room?

Trainer: Anne Tabor



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3 + 1 = Chapter Success: Ever wonder what the secret to success is in BNI? The secret is, there is no one secret. In this interactive session, you will learn the 3 keys to success in BNI individually and as a Chapter, plus the one thing that brings them all together.

Trainer: David Clegg



Target Market Training: Do you know how to relay to your members who your target market is? Learn to narrow your market and how it'll bring you more business.

Trainers: Nanette Polito, Lauren Ehrler

Power Up Your Power Teams: Do you meet with your contact sphere outside of your weekly meeting? Learn how to work with your power team to increase referrals and share business between the members who share your clients but are not competition.

Trainers: Nanette Polito, Lauren Ehrler

Referral Funnel: Does your weekly presentation bring referrals your way? Learn how to use every weekly presentation to bring top notch, quality referrals into your funnel.

Trainers: Nanette Polito, Lauren Ehrler

Effective Presentations: You have 10 minutes to speak in front of your sales force. You are a little nervous, as public speaking is not your first love. You want to make it the best use of your time so your sales force goes to work for you! In this workshop, you will start to develop your next presentation so you accomplish all you want in order to help your business grow.

Trainer: Nanette Polito

Language of Inviting: How are you describing your Chapter and your business? Are you describing the features, or the benefits? It's been said that features tell, but benefits sell. Also, are you describing your group from the desperation perspective or the privilege perspective? The right words make all the difference when growing your Chapter.

Trainer: Brennan Scanlon