



## **“RATE YOURSELF!!!! (A take-off on “Rate Your Chapter”)**”

This exercise is designed to help you determine if you are doing everything to ensure your success within BNI. Take a few moments and find out how you are doing. Please answer each question using the point system below. Then review the key located at the end of the exercise for reference.

<b>NEVER</b>	<b>SELDOM</b>	<b>OFTEN</b>	<b>ALMOST ALWAYS</b>	<b>ALWAYS</b>
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>

- \_\_\_\_\_ 1. Do I write out my referral slips and closing slips for that day's meeting in advance?
- \_\_\_\_\_ 2. Do I arrive early and work to make visitors feel welcome?
- \_\_\_\_\_ 3. Do I bring guests/visitors to the chapter meetings on a monthly basis?
- \_\_\_\_\_ 4. Do I remember to wear my name badge to every meeting?
- \_\_\_\_\_ 5. Do I arrive at the meeting on time every time?
- \_\_\_\_\_ 6. Do I complete the networking exercises (not net-sit or net-eat) during the first 15 minutes?
- \_\_\_\_\_ 7. Have I ever suggested a topic or volunteered to present an educational moment?
- \_\_\_\_\_ 8. Do I make sure that the business card box is replenished with my cards each week?
- \_\_\_\_\_ 9. During my Sales Manager Minute, do I give a new bit of information each week about my business or product, case studies, specials, or examples of good referrals (in other words, breaking my business down to its Lowest Common Denominators or LCDs)?
- \_\_\_\_\_ 10. Do I attend at least one MSP or advanced BNI training event (Chapter Team Training, Advanced MSP, etc.) every year?
- \_\_\_\_\_ 11. Do I dance with a member at least once a week?
- \_\_\_\_\_ 12. Do I dance with everyone within my contact sphere or power team at least once every six months?
- \_\_\_\_\_ 13. Do I ACTIVELY look for referrals and referral sources for other members every week?
- \_\_\_\_\_ 14. Do I receive the number of referrals I had expected in a six-month period?
- \_\_\_\_\_ 15. Do I ever ask a Mentor Coordinator or Leadership Team member for help to maximize my investment in BNI?
- \_\_\_\_\_ 16. Am I always prepared for my presentation?
- \_\_\_\_\_ 17. When presenting, do I always bring a door prize that is not self-serving and shows some forethought?
- \_\_\_\_\_ 18. During the referrals portion of the meeting, do I give a referral, a testimonial or a thank you and begin my presentation with “I have...”?
- \_\_\_\_\_ 19. When I cannot be at a meeting, do I always have a substitute?
- \_\_\_\_\_ 20. Do I check out the International and/or Regional BNI websites on a weekly basis?
- \_\_\_\_\_ 21. Do I routinely use BNI members in my own or other chapters when I have a need?
- \_\_\_\_\_ 22. Do I regularly track the referrals I receive and give and also track my closings?
- \_\_\_\_\_ 23. Whenever one of my chapter members has an Open House or booth at a trade show, do I make it a point to visit?
- \_\_\_\_\_ 24. Do I always stay until the end of the meeting, never leaving early?
- \_\_\_\_\_ 25. Am I positive and supportive toward the chapter?

\_\_\_\_\_ **TOTAL POINTS**

**Point Key**      **99-125 Points** = Deserve a standing ovation!  
**81-99 Points** = Be proud of your involvement.  
**71-80 Points** = Continue to strive to find ways to maximize your investment in BNI.  
**61-70 Points** = Ask for help!!!! BNI has the tools to help you get a better return!