



Visitor Host Orientation Script

Thank you for being here today. Our visitor orientation will take just a few minutes, we have some questions for you and I'm sure you have some for us too. This is a mutual selection process. This sheet is designed to go over the most frequently asked questions, so we don't miss anything. Please ask any questions you have. I would just like to go over the sheet together, sound fair enough? Great!

1. We would like to ask you:

- What impressed you most about the meeting?
- Are you looking to grow your business? We can only accept members if they are able to handle all of the new clients they will receive through our referral system.
- Are you willing to build trust and relationships with the members? Realizing that it will take time to generate referrals, are you willing to put in the time and effort?
- Do you understand that our chapters meet on a weekly basis? Our attendance policy allows for three absences in six months (Apr.-Sept. and Oct.-Mar.).
- If you have a substitute, it is not counted as an absence. A substitute may be a client, co-worker, neighbor, or another member from a local chapter. Can you make that weekly commitment?
- Can you explain to us what category you see yourself holding in this chapter?
- Remember, we only allow one person per profession. Is that something you're willing to do? If not, the Membership Committee will make that decision.
- We are looking for leaders or those who would like to become leaders. Is that something you can do?

2. Some of the initial requirements are to:

- Fill out the Application. Let's go over that now.
- The Chapter name is _____
- Double-check all information to be added to the website. (top stub of application)
- Who is your sponsor? Write that in now.
- Your registration for your first year is \$ _____ and dues are \$ _____, bringing your total to \$ _____, or you can lock your competition out for two years for only \$ _____. Please fill in the dollar amount and sign the application beneath the fee information.
- We accept cash, check, and most credit cards for membership fees.
- Each chapter also has chapter-meeting fees. These cover the cost of the room and food.
- The total comes to \$ _____ per _____. Our (S/T or fee collector) _____ will collect this, once you are accepted.
- Chapter meeting fees are payable by cash or check only, directly to the chapter.
- Explain your answers in section #3. This is information we use to decide between competitors. This section includes questions about your professional experience, licensing, and ability to be successful in the chapter.

- You'll also need to attend the Member Success Program, which needs to be completed within 60 days of being accepted. You will receive a training manual that will teach you how to get the MOST out of your BNI membership. We can book your Member Success Program training date as soon as you are accepted.
- Do you agree with the code of ethics on the back of the application? Please initial each one.
- Make sure your references are available to be called within two days. Please sign the application again beneath your references.
- Are there any other questions? Great, let's continue filling out the application.

3. If you are unable to make a decision today (**DO NOT USE IF THEY ARE MAKING A COMMITMENT TODAY**):

- We also need to let you know that your competition is not locked out until your payment is received, references have been checked, and your application is approved.
- By the way, one of the biggest fears that people have is that they will not be able to give good referrals to the other members. BNI actually teaches you how to give great referrals. If that is an issue at all, it shouldn't be. There is plenty of training on that subject.
- Remember, you are allowed to visit BNI only twice. Would you like to attend next week?
- Do you have any questions?
- Bring your completed application including payment next week to lock out your competition!