

APPLICANT NAME: _____

CHAPTER NAME: _____ **DATE:** _____

Startup Group Expectations

In order to create the highest level of success for this Startup Group it is important to follow the proven BNI system. These are the Group Expectations required to guarantee this success.

1. Understand the ‘Product’

- a. It is critical for all members to have a clear vision of what an actual BNI meeting is like. Therefore, any applicant must have visited at least one SHOWCASE Chapter from the list provided by the Launch Director.

2. Attendance

- a. I understand the importance of arriving early each week prior to “Open Networking” so that I can help greet guests and network with the members. Therefore, I will arrive 15 mins before the official session time each week (e.g. 6:45am for a 7:00am meeting) and I will not leave early, as this is very disruptive to the meeting process. In return, I also expect the meetings to end at the scheduled closing time. (e.g. 8:30am for a 7:00am meeting).
- b. I understand that I must attend all Start-up Group meetings as prescribed. My attendance will be recorded and if I miss two meetings my category may be opened.
- c. Use of a substitute when unable to attend is required to preserve my position in the Chapter.

3. Inviting

- a. I understand that I am responsible for bringing qualified visitors weekly. I understand how it is in my best business interest to invite quality potential members to our chapter.
- b. I understand that follow-up with visitors is required to assist them to understand the opportunity and to assist myself and other members to qualify the candidates.
- c. In Phase 3 I agree to send 40 invitation letters to prospects for the Chapter Launch. This is a requirement to complete my membership of the new Chapter.
- d. Sponsoring a minimum of one member into the group during this process will positively favour my acceptance to continue with the group to Phase 3.
- e. After two sessions of no qualified visitors my category may be opened.

4. One-to-Ones

- a. In between weekly meetings, we are able to build our relationships with the other applicants. This important activity is done through One-to-Ones and helps us to further our understanding of each other, monitor the compatibility of the group and assist each other in inviting to build the Chapter.
- b. I agree to conduct a One-to-One with members of my Start-up Group on a weekly basis prior to chartering and support others in inviting.

5. Training & Participation

- a. I will complete on-line training prior to Member Success Programme at www.bnilearning.com.au
- b. I will attend the next available Member Success Programme once the Chapter reaches Phase 2 (scheduled on the last Monday of every month)
- c. I understand that once this group gets to Phase 3, a Leadership Team will be developed by the Chapter Director. I agree to participate on the Leadership Team, if asked, and attend the required Leadership Team trainings to help manage my Chapter.
- d. The BNI Director will continue to support and coach Chapter recruitment decisions until the Chapter reaches 41+ members or 8 weeks post-training whichever comes first.

Member and Chapter Qualification

- e. I recognize that I am getting involved with BNI and agree to follow the system, and be coachable by the BNI Executive Director or Launch Director Consultant/Ambassador
- f. I will display a positive and supportive attitude with the Members and Directors of BNI.
- g. I fully understand that the BNI Management at his or her discretion, may ask me to leave this Startup Group and I will receive a refund (Registration and yearly Subscription), if I am not able to make the full commitment to the development of my chapter or abide by the above terms.
- h. I fully understand that if I decide to leave the Startup group, I will only receive a refund (Registration and yearly Subscription) after the chapter charters at the end of Phase 2.
- i. The Chapter will be chartered if the Launch Director considers that
 - i. The Chapter will achieve 25+ qualified, participating members at the conclusion of Phase 2
 - ii. The qualifying members have achieved the minimum level of participation to be productive members of the new Chapter.

6. Programme Costs

- a. The Chapter build will be managed by a BNI Director. The administrative costs of running the Launch phases will be included in the event cost. This will be made up of
 - i. the cost of the venue and catering,
 - ii. booking fees (e.g. Eventbrite) and
 - iii. an administrative cost for Phase 1 and 2 of \$200, I understand that this administrative cost is not refundable.
- b. Chapter Charter commences in Phase 3, when membership dues are no longer refundable.
- c. The ongoing cost after Charter will be approximately the venue charges only, and Chapters are given responsibility for administering these funds and managing venue payments.

Name: _____ Signature: _____

Date: _____

Credit Card Authorisation Form for Phase Commitment Fees

I Authorise **BNI** to charge \$200.00 for Phase 1 & 2 to my credit card provided herein

Credit Card type: Visa Mastercard

Expiry Date: CCV No.
 (3 digit security code on back of card)

Name on Card:

For Office Use Date & signature
Phase 1
Phase 2