

Ten Ways to Lead Others to Refer You

Craig W Campana, Executive Director, Milwaukee, USA

Using the BNI 'Appointment Card', hundreds of members of BNI have generated thousands of dollars of business. Through our 'Givers Gain' philosophy and use of the Appointment Card, members give their time to become acquainted, find commonality, and learn specifically how to refer each other. You may find newer members asking the question: "What is the Appointment Card, and how do you use it?" Following are some guidelines regarding Appointment Card 'Net-iquette'.

1. When setting the meeting, be specific about the necessary time and the nature of the meeting.
 - A. What is the goal of the meeting?
 - B. What collateral materials do you wish to discuss?
 - C. What requests, issues, or questions do you wish to see/discuss?
 - D. What is the intended result of the meeting?
2. Call to confirm the meeting location/time and arrive on time.
3. Communicate clearly what you hope to learn and listen to each other. Take notes so you can recall the focus and action plan.

Appointment Card Styles

Below are several different approaches to doing the Appointment Card. Try them all, then decide which one suits you best.

One on One

The goal is to get to know each other, find commonality, become educated about each other's business, and find ways to refer to each other.

Mentor a Member

The sponsor sits in during the New Member Orientation to mentor the newest member and to help with understanding what the Appointment Card entails.

GAINS Exchange (concept first introduced in Business by Referral)

Meet to identify each other's GAINS (Goals, Accomplishments, Interests, Networks, Skills) and commit to an action plan to help each other attain one of the elements listed.

The Referral Challenge

- On the referral slip: write YOUR NAME next to 'To'.
- Write what a good referral is on referral slip (6 words), and put it in a basket as it goes around.
- Retrieve another member's referral slip from the basket and list YOUR NAME next to 'From'.
- Each chapter member shares the name and referral drawn from the basket.
- The challenge is to find that referral (no time limit). Set up an Appointment Card time to

learn more about your referral and to obtain collateral materials to help you achieve the challenge.

- Let your chapter know when you have met the challenge!
- Introduction (Appointment Card Day)
- The goal is to set a meeting with one chapter member per week during the core group process.
- Each person puts a card in a basket and retrieves the card of another member.
- Find out the person's GAINS and come prepared to deliver that person's Sixty Second Introduction the following week.

Please send success stories of what you have accomplished using the Appointment Card to: 'Appointment Card Digest' at referrals@bniwis.com

YOUR APPOINTMENT CARD

With diligent use of the Appointment Card on a weekly basis, you can write your own success story by thoroughly getting to know your chapter members and receive more referrals as a result. Enjoy!
Craig

	Date/Time	Location	Partners
WK 1			
WK 2			
WK 3			
WK 4			
WK 5			



Chiropractor, Jean-Luc Lafitte puts his back into the Fun Chapter Challenge at Bowl Water

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BNI Teamwork makes Headline News in Leamington Spa



Lois, Chapter Director of Kenilworth with Helen Salisbury from Salisbury Communications

PR can be good for your business, warns one happy BNI member. Graphic and internet designer, Lois Sparling from Emphasis, has warned her fellow members at Kenilworth Chapter not to use the services of one of her colleagues – unless they are prepared to become media stars!

Lois asked journalist Helen Salisbury from PR consultancy Salisbury Communications to generate some publicity for a new website aimed at encouraging more shoppers to nearby Leamington Spa. Within moments of the press release going out on the fax her phone line was buzzing with calls from the press and a local radio station. "It was all quite a shock, said Lois. I was interviewed on the spot by the radio station and then asked to go in to the studio that evening. It was nerve wracking – but well worthwhile."

The day the story broke Lois, who is Chapter Director of Kenilworth, gave Helen a glowing testimonial. "Don't ask this woman to do any work for you unless you're prepared to live with the consequences of becoming a media star" she warned.

Contact Helen Salisbury on 01926 859829 and Lois Sparling on 01926 316405. ■

An ode to Chelsea Chapter

by Tony Pigden

Don't be shy join BNI	
For a Bank Account	(Allied Irish)
Fund any amount	(Asset Funding)
Insure your Life	(City Financial)
Photograph your wife	(Anne-Marie Cohen)
Fight your Claim	(John Copeland Associates)
Revamp your Name	(Tidal Wave)
Assemble flat packs	(Lancing Interiors)
Avoid International Tax	(Chantry Vellacott)
Check your VAT	(Callaways)
Survey your Property	(Santo Regio)
Design your Home	(Fisher Associates)
Save on the Phone	(Telecom Plus)
Beat the Bug	(Environmental & Business)
Steam-Clean your Rug	(Kevally Cleaning)
Order your Stationery	(Kensington Office)
Print it expertly	(Braganza Graphics)
Ease that Ache	(WCA Physio Rehab)
Take a Break	(W2 Corporate)
Build your Bookcase	(Tudor Thomas Design)
Give Lawrence your Case	(Beatties Solicitors)
Join the Internet	(Effective Solutions)

Update on BNI Motor Racer

Phillip Bullman – Wandsworth Chapter

Readers of the Spring Issue of SuccessNet will be interested to hear that the Area Ambassador for Wandsworth, Phillip Bullman, estate agent and racing champion came second in the URS Formula Ford 2000 championships.

Phillip will partner BOSS Formula 1 star Nigel Greensall in next years Sports Racing Series. Watch this space for further news.

BNI members interested in using the strategic marketing packages offered by Phillip Bullman's "Extreme Sports Management" should contact Nicholas von Herberstein on 0181 480 9466. ■

BNI Fisherman Nets a Big Catch

Ken Bowes, a keen fisherman and Chapter Director in Sutton, was enjoying a peaceful afternoon casting his line when he met up with the guy who owned the lake he fished in. Not missing an opportunity to spread the BNI gospel, Ken ended up getting 5 or 6 referrals for the group including (a) an internet site design for the web designer (b) stationery order for the stationer (c) some design and printing work for the printer (d) plus some marketing work for the marketer. Not bad for a quiet afternoon's fishing. Well done Ken! ■

New BNI Chapters in second quarter of 1999

England

Abingdon
Altrincham
Braintree
Cirencester
Fleet
Gatwick
Horley
Horsham

Ilford

Knightsbridge
Southend
Swindon

Scotland

Clydebank
Coatbridge
East Kilbride

Glasgow Victoria

Glasgow West
Central

Ireland

Cork
Galway
Treaty
Un Gaillimh

100 BNI Members take up the Fun Chapter Challenge

by Robert French – Regional Director, Kent

Following last years successful Chapter Challenge, over 100 BNI members from **Kent, Sussex and Essex Chapters** ended an action-packed day on June 12th at Bewl Water, Arena Pursuits, testing their sporting and team building skills.

Canterbury 1 Chapter emerged as the overall winner of the team events, followed closely by the well-drilled and highly competitive **East Grinstead team**. On a warm, humid day 6 teams took the trouble to come and compete with team colours including Gavin's Groupies, Pearce's Predators and Chelmsford Chimps.

Paul McKough of Tunbridge Wells was observed to perfect the art of continuous 360° turn in a "Honda Pilot" doing at least 4 perfect rotations. Andrew Hall, Sussex Regional Director, was the day's demolition expert, head butting six 40 gallon oil drums with a Quad Bike at

full revs. Graham Adams of Tunbridge Wells Chapter achieved a near perfect score with the laser clay shoot, while Lyn Halliday of Chelmsford BNI displayed fantastic balance on the interestingly built raft, saving herself from winning the coveted 'Miss Wet T shirt' prize.

Further thrills were to be had in 10 minute helicopter rides and an excellent BBQ was provided by S&A Caterers. It was good to see new teams from **Folkestone, Ashford, Maidstone and Chelmsford Chapters**. Next year, it is anticipated the event will be over-subscribed, so do book early to avoid missing a ripping day out.

Our thanks to Peter Reeves of Arena Pursuits and Robert Elcombe of S&A Caterers for organising such a successful and enjoyable day out. Hopefully members will be able to refer business to both companies. ■

Dublin BNI Bring New Hope to Russian Orphans

With the support of his own Airport Chapter and also Fitzwilliam Chapter, BNI member Derek Flynn has completed a 4,000 mile round trip to Belorussia on a convoy organised by Welsh charity ABC that brought much needed supplies and practical help to an orphanage in Nivinki. He went with two Dublin firemen, Rory Mooney and John McNamara, and although the experience was tough and not for the faint-hearted, Derek is planning to do it all again in September!

The memories he brought home, he said, will never leave him. "The smell, the look, the taste and the touch are burned into my mind", he added. Children with any defect or disability are considered a stigma on their family and are never seen

in public in Belorussia because they are sent to orphanages at birth. The Project at Nivinki, though, has brought new hope. New facilities include a kindergarten, cooking tuition for young adults to prepare them for life in a sheltered home and dedicated carers.

All of this costs money and the next trip to Nivinki, which involves an articulated truck carrying remedial and educational equipment for the physically handicapped, will also be an expensive exercise.

Any BNI members wishing to support this worthwhile project with a donation of any size, should contact Derek Flynn Dublin at 25 Macroom Avenue, Bonnybrook, Dublin 17, Tel: 8485433. ■

Enter our Memory Hook Competition!

Winners will be featured on the BNI website
www.bni-europe.com

We invite every member to submit their original, amusing or eye-catching Memory Hook for future editions of SuccessNet.

The best submissions will be featured on the BNI website.

Setting Monthly Billing Targets Pays Off!

Guildford Chapter



Chapter Director, Dominic Cullis and 10 members of the Guildford chapter attended the BNI Annual Conference in Kent and were most impressed by a training session given by Patti Salvucci, Executive Director of Boston, Massachusetts, USA, recommending up to \$1million billing targets for each chapter. Returning with fresh enthusiasm members decided to quantify the value of the referrals passed within the chapter. They have now started to track billable business through each members business and set a monthly target of £25,000. During March and April they billed £36,000 and £40,000. Other Chapters should consider setting themselves billings targets – they might be surprised how motivating this simple exercise can be! ■

1.7 million referral at Clapham Junction

Solicitor Arnold Issacson, of Evill & Coleman Solicitors (Putney) the Clapham Junction Chapter gave a referral to the Bank of Ireland, which resulted in a £1.7 million personal injury claim which went into a new account. ■

New BNI Website attracting thousands of visitors

Since the launch of our new European website at www.bni-europe.com in April, the site has been attracting over 3,500 visitors per week, many of whom are contacting the national office or local chapters to enquire about joining BNI. If your own chapter is not already listed, please ask your local BNI director to register the details immediately, including the address of your own chapter website, so that a direct link to it can be set up from the BNI site immediately.

The USA website for BNI no longer lists details for the UK or Ireland, but now provides a direct link to www.bni-europe.com. If you have a website for your own business, you should link it to your own chapter website so that web surfers from anywhere in the world can find their way directly to the details of your business. If your own chapter does not yet have its own internet website, then there is a compensating bit of good news: there is a great opportunity to grow your chapter by at least one more member, a website designer!

There will be an on-going programme of innovations for members at www.bni-europe.com, so members should continue to visit the site regularly. One of the planned innovations is to provide chapters with downloadable forms which they can print for themselves. ■

BNI On-line Chats Move to Monday Evenings

At the request of members, we are moving the UK monthly on-line chats in the BNI Yahoo Chat Room, to the first Monday of every month at 9.00 p.m. This a great opportunity for members to exchange ideas and learn from the experiences of other members, chapters and directors. We will be introducing a programme of guest speakers to host discussions about specific topics of value to members. Watch the bulletin board on www.bni-europe.com for news.

If you have not yet pre-registered for the BNI Yahoo Chat Room, go to the US website at www.bni.com, click on Learning Centre, then click on Chat Room, and follow the instructions on how to register. Then join us in the BNI Yahoo Chat Room on the first Monday evening of every month at 9.00 p.m. ■

BNI Shaggy Dog Story!

Richard Miller

There are many different ways to enjoy Inter-Chapter bonding.... there's golf, BBQ's, team sports, dinner dances or a friendly pint at the local.

Just to be different, a group of BNI members from Surrey arranged a Sunday morning 'Dog Walk'!

About thirty people joined the walk at different arranged times and places, depending on how fit they were. The more ambitious walkers went for the ten

mile and the two mile options. Some decided to take the really soft option, which meant strolling from their cars in the pub car park to greet the assorted dogs and their happy owners at the final watering hole.

We would encourage members from different Chapters to meet up for social events such as this, as it helps everyone to get to know each other. It was an extremely enjoyable day. ■



PHOTOGRAPHS BY RICHARD MILLER

They say that pets often look like their owners. Brian Edwards-Picknett (Chapter Director at Epsom) with his Jack Russell is a case in point!

Chamber of Commerce & BNI Joint Breakfast

Reigate BNI Chapter recently had a joint breakfast meeting with the local Chamber of Commerce. Caroline Tyler, who organises many of the Chamber of Commerce meetings is so impressed with BNI that she wants to organise other joint meetings.

Both organisations are finding that close co-operation is mutually beneficial. We have agreed to encourage our BNI members to join the local Chamber of Commerce in the hope that they will encourage their members to join a local BNI Chapter. ■

Swindon Chapter leads Wiltshire

Paul Stacey

Since Swindon Chapter launched into activity on 27th April, the steady growth in visitors, new members and referrals is exciting for everyone. The commitment shown by the core group in overcoming obstacles are leading to success is now bearing fruit. Continued commitment by the members is showing the way for the rest of Wiltshire and it will be hard to displace this first Swindon Chapter as the flagship for Wiltshire. Now there's a challenge! ■

Soozi Does a Strip

Soozi takes her one minute and ten minute presentations very seriously! Demonstrating her skills as a versatile illustrator and caricature artist, Sooz decided to highlight 3 other Chapter members in an original cartoon strip -

- Simon Crosby – Psychotherapist
- Martin Bannister – Elmhurst Consultants
- James Montagu – All Weather Exteriors Ltd

Soozi can be contacted on: 01342 410609



A Chapter Presentation East Grinstead Style!



Referrals: Where are they?

If you are breathing and living on this planet, you are **always** standing in the middle of a referral. The key is to recognise it, and, once you recognise it, to act on it.

We know that a referral is the opportunity to do business with someone who is, or will be, in the market for our product or service. It's not a guaranteed sale; it's an invitation to discuss business.

In order to recognise referrals, we have to listen for them. We need to train ourselves to hear opportunities. Any action or any change is an opportunity for a referral. People who complain are fantastic referral opportunities.

When you hear the words: "the house is a mess," "my car's acting up," or "I have a twinge in my neck," there is an opportunity to refer business.

Remember, you're not trying to sell anything, you're offering help. People appreciate help, especially when it comes with a personal referral.

Written by Don Morgan, National Director, Christel Wintels, Assistant Director, Canada. ■

BNI Mexican Jumping Bean!

Crawley Linguist never misses a referral

Linguist extraordinaire and committed BNI member, Gabriella Gadiot, holds the Crawley record for most referrals (80 to date!) since she joined the chapter 4 months ago. Even when she was in Mexico on business, for her company of 30 translators, Gabriella still managed to send 13 referrals to her Chapter Director, proving that BNI works equally both sides of the Atlantic!

"Since I joined BNI I have learnt quite a bit about other business and I have made some wonderful friends. I am very keen on BNI. I have been to all the training sessions and have read all the books written by Ivan Misner. This has certainly helped me to be on top of the referrals league for the Crawley Chapter."

With such enthusiasm, Gabriella deserves more referrals for her company: Gadiot Language Group International, translation, teaching and interpreting in over 30 languages. Call 01342 315240. ■



Soozi stands in for Gabriella whilst in Mexico

Lawson's Lore

Martin Lawson –
BNI National Director
writes...

Our recent BNI spring conference broke a number of records. The keynote address in central London by BNI's founder and CEO, Dr Ivan Misner, was attended by 650 BNI members and their guests. This was the largest single BNI



Ivan Misner addresses his biggest ever BNI audience, as 650 attend the Spring Conference in London

audience that Dr Misner had addressed in any country, including the USA. By the time he returned to the US four days later, by way of the conference workshops at Maidstone and the Irish mini-conference in Cork in Ireland, Dr Misner had addressed more than 1,100 European BNI members, (not to mention an audience of more than 1 million who listen to BBC Radio 4's business programme, 'Shoptalk'), eclipsing all previous mass communication achievements of his for a comparable period of time.

Much more important than the breaking of records is the extent of the sharing of ideas and experiences that took place for BNI members. As National Directors for the UK and Ireland, Gillian and I receive a lot of feedback from BNI members and directors, and the common themes of all the recent comments about the April conference, were inspiration and (re)motivation. If you were one of the many members who experienced the conference, hopefully you will have already had an opportunity to put into practice some of the great ideas that were presented to help individuals, their businesses and their chapters to prosper, as well as to share with your fellow

chapter members some of the benefits that you gained at the sessions. We are currently working on the production of audio tapes of the conference sessions so that many more members can benefit from some of the valuable experiences and knowledge that was shared so freely at the conference.

Inspirational and motivational reactions were not just confined to BNI members. The conference included three full days of training for BNI directors, by BNI directors. No one who was present at

the workshop sessions can have any doubts that BNI has come of age on this side of the Atlantic. Even more compelling, is the evidence that compared with north America, our average chapter size is larger, and more referrals are passed for given sizes of chapters. Dr Misner himself said last year when interviewed on Channel Five BNI is not an American idea: it is a universal business idea, which is why I am confident that BNI will thrive in this country. Your successes in BNI are evidence of his insight. ■

Joining BNI helped save my business

John McCarroll,
AMJ Distribution

As the Managing Director of an International Courier firm, I was quite sceptical when I first joined BNI in February 1998. I was introduced to the BNI Northwood Chapter by Ivon Porges, who I used for all my stationery.

Back in 1995 I had lost my business, when two of my largest customers went under and I had no new accounts to replace them with. Because of my outward going nature, a number of network marketing people approached me with the promise of getting new business. These meetings I discovered were full of 'no hopers' looking for a pot of gold at the end of a rainbow. So when I arrived at BNI a year ago, I was not that hopeful of increasing my business. How wrong I could be!

Over the last year my company has generated more than £40,000 through the BNI network. The people I met that first day were totally different to the people I had previously met through networking. At BNI I met Accountants, Solicitors, Bank Managers – professionals and businessmen from all walks of life. Summing up, not only have I increased my business and received helpful free advice, but I have also gained new friends. So if there are any of you out there looking to join BNI, I would highly recommend it!

Contact John McCarroll, AMJ Distribution, Denham, Bucks, Tel: 01895 831313. ■



James Harman – Chapter Director Leatherhead BNI with Ivan Misner at the Director's Conference. Leatherhead is one of the most successful Chapters in Surrey.

West One and the case of the missing Chapter box

Steve Davies, Membership Co-ordinator, West One Chapter

The Dunkirk spirit prevailed at a recent meeting of London's West One Chapter when it was discovered that the chapter box had been emptied and used as a cash box by thieves who had broken into the chapter's breakfast venue overnight to steal the contents of a fruit machine.

Members Tony Hill and Steve Davies arrived to find the venue's offices ransacked and a sorry looking fruit machine which had been divested of its front panelling and fiscal contents. The members card box and other chapter box contents were strewn unceremoniously across the floor including the all important members business card box which was temptingly within arm's reach. However, its retrieval was prevented by the long arm of the law who insisted that all was to be left in situ for fingerprinting.

So, just how do you run a chapter meeting without its most important prop – the member's card

box? Chapter Director Anthea Lancaster had the answer when she held up an imaginary box explaining the situation to all gathered, and expounding on the function of the imaginary card box to no less than 5 bemused visitors who were also in attendance. Since all good BNI members naturally carry a good supply of their business cards at all times, it was simply a question of asking members to pass cards around the table and soon bundles of business cards were indeed on the move. So job done!

West One is known for its good humour and typically, members simply looked adversity in the eye and got on with their meeting as though nothing had happened. Still, with West One's venue located just off Baker Street, no doubt they can call upon local resident, the legendary Sherlock Holmes, to track down the miscreants and secure the return of the chapter box. ■

Does "Givers Gain" actually work?

Ralph Halley is the Managing Director of Vauxhall Retailer, Halley's of Milngavie. Since he joined the Milngavie Chapter of BNI, near Glasgow in December 1998, he has consistently been one of the top givers in terms of referrals. In addition, Ralph has been very active as a visitor host and helping with social events. He has received several Notable Worker awards for his efforts on behalf of his members.

Over the months Ralph has picked up orders for vehicle servicing, rental and a few car sales. However, members of his Milngavie Chapter were delighted to hear recently that Ralph was awarded a substantial order from a member who operates a fleet of hire cars and vans. Ralph supplied him with 20 new cars and was given an option to supply an additional 14.

Bobby Strain, the Chapter Director said "Ralph is an outstanding example of the "Givers Gain" philosophy in action. Nobody in the chapter gives more than Ralph Halley." ■

"I know a man that can"

Testimonial for
Stephen Jacobs – Tailor
by Ian Norton, West Reading,
IJN Plumbing & Heating

I phoned Martin & Gillian Lawson a couple of weeks ago to see if they could recommend a tailor that would alter a pair of trousers for me. One of the recommendations was Stephen. I phoned him up and we chatted about his service. I made an appointment to see a member of his excellent staff on a Sunday morning. Within a week the alteration was completed and I went back to collect my trousers.

I met Stephen that day and we chatted about the benefits of BNI. We drank coffee while my wife disagreed with Stephen about shirt colours that would suit my complexion. It made a nice change not to be the only person that was wrong and I thank Stephen for this. It was a joy for me to be looked after by such an experienced and knowledgeable person, and I would have no hesitation in recommending Stephen or any member of his sales force. I would also like to thank Stephen for letting my wife have the last word. ■

Gold Club members awards

Congratulations to the following BNI members for achieving the much coveted Gold Badge Awards, for introducing 6 new members to their chapter. This Award shows real commitment to the philosophy of 'Givers Gain'

	MEMBERS	CHAPTERS
KENT	Ray Finn	Medway
	Paul Hobson	Medway
ESSEX	Tony Friedlander	Folkestone
SURREY	James Harman	Leatherhead
	Andy Barrow	Guildford
LONDON NORTH WEST		
	Stephanie Kosky	Edgware
	Benjamin Mire	Stanmore
	Steve Coster	Rickmansworth
LONDON SOUTH WEST		
	Joyce Webber	Wandsworth
	David Rosemont	Wandsworth
	Sefton Solomon	Kensington
HOME COUNTIES		
	John Foster	Maidenhead
	Diane Moir	Henley-on-Thames
NORTH WEST		
	David Williams	Bolton
SCOTLAND		
	David McDonald	Glasgow Victoria
	David Manson	Glasgow Alpha

It's not what you know or who you know, but how well you know them that counts!

Elisabeth L Misner, Director of Special Projects

Excerpted from Dr Misner's upcoming book *Masters of Networking*

Over the 12 years I have participated in BNI, I have begun to see various styles of networking emerging. Many networkers employ traits from several styles, but the truly successful networkers fit into the final category listed here.

The Butterfly

The first networking style is the Butterfly. Butterflies go from group to group, meeting to meeting, shaking hands, introducing themselves to others, giving out lots of business cards and sending out many follow up notes. They meet a lot of people, but the down side is that they don't form the strong ties that blossom into healthy consistent referral relationships.

The Wanderer

Another type of networker I have seen is the Wanderer. Wanderers join a group, pitch a tent and hunker down for rain. After waiting for some action, they decide that there is a bigger oasis of referrals in another part of the desert. Too many networkers expect fast results and, when they don't get them, move on to the next group.

The Vulture

And what about the Vultures! They are just hanging around, looking for whatever prey comes into view and stands still long enough to get ahold of. You know the kind; you can usually spot the

Vultures before they swoop down. Most people do what I do! RUN FOR YOUR LIFE!

The Farmer

Probably the best type of networker is the Farmer. Farmers understand that they must cultivate their network. Getting to know people takes effort. Time is money in so many of our businesses. Focused time really getting to know your network members can also bring in money, both for you and your referral source. It is definitely a two-way street.

You can know a lot of people, but until you really know them well, you will not reap the potential rewards that you could from your involvement with them. Take the time to become true friends with the people with whom you want to network. The benefits of doing so will quickly become obvious.

Attention all golfers! Here is your chance to network with other BNI members.

Places are limited to 50, so it is first come, first served. Format for the day is as follows: **8.30am** – Nine hole, 4-ball Texas Scramble, followed by sandwich lunch. **1.30pm** – Eighteen hole, 4-ball Stableford competition, with dinner and prizegiving in the evening. Non BNI guests welcome if you cannot field 4 players.

The venue is the Ealing Golf Club. Cost for the day is only £50 +VAT, including meals. To reserve your place; please complete the form and return it with full payment to BNI, 60 Albert Court, Prince Consort Road, London SW7 2BH.

There are opportunities for BNI members to be involved with sponsorship of holes and prizes, so tick the relevant box if you wish to promote your business. Non-golfers are welcome for a pitch & putting competition plus evening meal, for only £15 per head.

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Executive Editor

Gillian Lawson, BNI National Director

Editor

Janine Martin, TCH Creative Director

Production & Design

The Copy House Creative & Marketing Consultancy. For more information about their range of creative, marketing and pr services contact Tel: 01435 813611

Fax: 01435 813612 E-mail:

zink@globalnet.co.uk Mobile: 07771 681048

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Michael Card, Alpha Publishing, Crawley, UK

UK 1999 BNI Golf Day

Wednesday 8th September

Name _____	
Address _____	
Postcode _____	
Chapter _____	
Payment: <input type="checkbox"/> Cheque <input type="checkbox"/> Switch/Delta <input type="checkbox"/> Credit Card <input type="checkbox"/> Cash	
Card No. _____	
Cardholder's Name _____	
Expires _____	Issue No. _____
<input type="checkbox"/> Yes, I would like to be involved in corporate sponsorship on the day.	

IF BNI HAD EXISTED HISTORICALLY...

