

CONGRATULATIONS

YOU ARE INVITED TO  
APPLY FOR MEMBERSHIP...



BNI® MEMBERSHIP MAKES BUSINESS MORE REWARDING AND  
LIFE MORE FUN:

## Business without BNI

VS.

## Life with BNI

- ⊖ Wasting money on marketing that doesn't work.
- ⊖ On your own, trying to figure things out
- ⊖ Resentment by those who think businesspeople take advantage of customers and employees.
- ⊖ Too few, inconsistent business referrals with a weak referral network.
- ⊖ Your message gets lost with so many competitors clamouring for the same business.
- ⊖ On your own to develop the skills you need as you grow your business.
- ⊖ Dealing with takers, who don't appreciate what you offer.
- ⊖ Goals slip and dreams get delayed because it's easy to slack off because no one is watching.

- ✔ A team to generate a steady flow of customers.
- ✔ Helps to avoid dead ends so you can win, faster!
- ✔ Appreciation for the sacrifices you make and the celebration of your victories.
- ✔ A network of business owners who know how to give meaningful referrals and training on how to leverage it.
- ✔ You are the only provider for your business category within your chapter.
- ✔ Comprehensive training programmes that grow with you as you scale your company.
- ✔ A room of givers dedicated to helping you grow.
- ✔ People to help you hold yourself accountable to achieve your goals and make your dreams come true.

# 3 EASY STEPS TO BECOME A BNI MEMBER

**1** Complete the enclosed application, return along with your payment to the Vice President (or complete your application online).

**2** Membership Committee reviews your application, accepts you and the chapter President announces your membership at the next meeting.

**3** You complete the Member Success Programme to accelerate the referrals you generate for your business.

[www.bni.co.uk](http://www.bni.co.uk)

## BNI'S 10 COMMITMENTS TO YOU TO HELP YOU GROW YOUR BUSINESS



Your chapter will not accept another member within your specific business category.



Make effective use of your time by running meetings in accordance with an agenda optimised for maximum results in the shortest possible time.



Get you results as fast as possible with a comprehensive Member Success Programme to help you get the most out of your BNI membership.



BNI's mobile app and BNI Connect enable you to build relationships with members in 70 countries around the world.



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A wealth of networking tools to help you grow your business.



Connect with members around your country and the world online and through regional, national and international events.



Provide you with up to 50 networking meetings a year to generate referrals.



Advanced business education programmes to help you grow your business through more effective networking, public speaking, and business development.



Business tradeshows and local conferences to network with BNI members throughout your region.

# YOUR 5 COMMITMENTS TO BNI

## TO GET THE BIGGEST IMPACT FROM YOUR MEMBERSHIP

- 1 Arrive early and stay for your 90-minute weekly chapter meetings.
- 2 Represent your primary occupation, not a part-time business.
- 3 Send a substitute when you cannot attend your weekly chapter meeting.
- 4 Give referrals and/or bring visitors to chapter meetings.
- 5 Conduct your business according to BNI's Code of Ethics or the formal professional standards for your occupation.

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**1. APPLICATION DETAILS**  
 Chapter Name \_\_\_\_\_ Application Date \_\_\_\_\_ Sponsor's Name \_\_\_\_\_

**2. ME & MY BUSINESS**  
 My Name \_\_\_\_\_ D.O.B dd/mm \_\_\_\_ / \_\_\_\_ Mobile \_\_\_\_\_  
 Business Name \_\_\_\_\_ This is my full time business YES  NO   
 Business Address \_\_\_\_\_ Postcode \_\_\_\_\_  
 Work Tel \_\_\_\_\_ Home Tel \_\_\_\_\_  
 Email \_\_\_\_\_ Twitter @ \_\_\_\_\_  
 Do you use facebook? YES  NO  Do you use LinkedIn? YES  NO   
 I consent to the business contact details provided to be publicly viewable on BNI websites. YES  NO   
 Describe your product or services \_\_\_\_\_  
 Specific category applied for \_\_\_\_\_  
 I have represented this company for \_\_\_\_\_ years My relevant professional qualifications are \_\_\_\_\_

**3. MY SUCCESS IN BNI**  
 Are you willing to commit to arrive before \_\_\_\_\_ and stay until at least \_\_\_\_\_? YES  NO   
 Are you willing to abide by BNI's policies and procedures? YES  NO   
 Are you willing to find a substitute who can attend meetings on your behalf? YES  NO   
 Are you prepared to share your contacts and be willing to look for referrals for your fellow members? YES  NO   
 Are you prepared to attend BNI training workshops to help you get the best return from your membership? YES  NO   
 Have you previously been a member of BNI? If so which Chapter? YES  NO   
 Do you belong to any other networking organisation? If so, please list. YES  NO   
**BNI's Code of Ethics**  
 1. I will provide the quality of services at the prices I have quoted. 4. I will take responsibility for following up on the referrals I receive.  
 2. I will be truthful with the members and their referrals. 5. I will live up to the ethical standards of my profession.\*  
 3. I will build goodwill and trust among members and their referrals. 6. I will display a positive and supportive attitude with BNI Members.  
 \*Professional standards outlined in a formal code of ethics, supersede the above standards.  
 Upon acceptance to BNI, I agree to abide by the above Code of Ethics during the tenure of my participation in the organisation. In addition, understanding that training is the key to success in any business, I agree to attend the Member Success Programme (MSP) within 6 weeks of joining.

**4. PAYMENT**  
 Tick as appropriate  1 Year  2 Years  
 Registration Fee £180.00 £180.00  
 Subscription £565.00 £900.00  
 + VAT @ 20% £149.00 £216.00  
 Discount 18%  
**Total Enclosed £894.00 £1296.00**  
**Type of Payment**  
 Cheque  Cash  BACS  
 Credit Card  Debit Card  
 If paying by card, your local BNI Office will contact you to obtain payment details.  
 Extended Payment Plan  
 If paying by Extended Payment Plan your local BNI office will send you a link which will enable you to fill out an online application for credit.  
 Certificate of Credit from \_\_\_\_\_ Chapter

**5. REFERENCES**  
 1. Name \_\_\_\_\_  
 Business Name \_\_\_\_\_  
 Tel \_\_\_\_\_  
 Email \_\_\_\_\_  
 Business relationship (Describe) \_\_\_\_\_  
 2. Name \_\_\_\_\_  
 Business Name \_\_\_\_\_  
 Tel \_\_\_\_\_  
 Email \_\_\_\_\_  
 Business relationship (Describe) \_\_\_\_\_

**6. THE SMALL PRINT**  
 • Upon your acceptance to BNI fees are non-refundable.  
 • Please note that individuals may belong to only one chapter.  
 • BNI subscription rates are adjusted from time to time.  
 • BNI is a marketing service of BNI Worldwide Development Ltd provided by independent regional franchise businesses.  
 • For full terms & conditions go to [www.bni.co.uk/policies](http://www.bni.co.uk/policies) or ask for a policy leaflet.  
 • In addition to the fees in Part 4, members are expected to pay weekly meeting fees for the venue to the chapter. Please ask the chapter for full details.  
 • You agree to BNI processing your personal data in line with the BNI Privacy Policy, available at [www.bni.co.uk/privacy](http://www.bni.co.uk/privacy) and provided to you with this application form.

**7. WHAT HAPPENS NEXT?**  
 After submitting your membership application and payment the Membership Committee will review the application and notify you (the prospective member) of acceptance or non-acceptance before the next meeting.

**8. SIGN & DATE**  
 I understand and agree to the BNI policies, programme guidelines, Code of Ethics and the need to attend MSP and further understand that upon acceptance to BNI that fees are non-refundable without exception.  
 Name \_\_\_\_\_ Signature \_\_\_\_\_ Date \_\_\_\_\_

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