



NEW MEMBER LAUNCHING PAD

Congratulations! Now that our BNI chapter has reviewed your application and approved you as a new member, please prepare a 2-3 minute introductory speech for the next meeting. This introduction is a way for the members to be better acquainted with you and what you do, so that referrals start flowing quickly. The speaking schedule for the featured presentations is determined 6 weeks in advance. Your full presentation will be scheduled 6 weeks after your induction providing that you have attended the Member Success Program. The sooner you attend, the sooner you'll be presenting in front of your fellow members!

Please be prepared to present your "Launching Pad" speech at the next meeting at the beginning of the Weekly Presentations. The presentation can be read from the sheet, if you like.

Launching Pad Questions

My 3 best customers are:

- 1.
- 2.
- 3.

Examples of referrals that work well for me are:

- 1.
- 2.
- 3.

My best contact sphere professions are:

- 1.
- 2.
- 3.

New doors I'd like to open are:

- 1.
- 2.
- 3.