



**PASSPORT TO
SUCCESS**

Destination: Lifelong Learning

Name:

Congratulations on becoming a BNI Member!

The Passport to Success Mentoring Program is specifically designed to help you maximize your BNI experience and learn from your fellow BNI Members. This program will allow you to quickly build relationships within your Chapter and help to establish your credibility as a business professional. The mentoring sessions and resources found on BNI Business Builder will aid in helping you achieve your business goals.

Learning Journey Preboarding

Once you have completed Member Success Program 2.0, you will automatically be enrolled in the New Member Mentorship Program. This passport is your travel guide to ensure you make the most of your BNI journey. As you prepare to take each lesson:

1. Navigate to the My Business Builder Training page on BNI Business Builder.
2. Select the Enrolled tab at the top of the page.
3. Choose the assigned New Member Mentorship Program.
4. Open the Module that matches the corresponding Passport page.

NOTE 1: Ask your Vice President or Chapter Mentor Coordinator to assign a Mentor.

NOTE 2: Please reference page 11 of this Passport to Success for Mentor Meeting Topics.

Intentional One-to-Ones

This module emphasizes increasing credibility with your fellow BNI referral partners through intentional One-to-Ones. Visit BNI Business Builder to:

- ☐ Download the *GAINS worksheet* and *7 Minute Guide to Perfect One-to-Ones*.
- ☐ Listen to *BNI Podcast 751: Intentional One-to-Ones*.
- ☐ Log into BNI Connect to update your Member Profile and enter your GAINS Exchange information.
- ☐ **MENTORING ACTION:** Schedule a one-hour mentoring meeting with a past or current chapter Vice President and a member who leads the way in One-to-Ones (refer to page 11).

Weekly Presentations

Weekly Presentations are your opportunity to educate referral partners on your perfect referral. Visit BNI Business Builder to:

- ☐ Download the *7 Minute Guide to Perfect Weekly Presentations*.
- ☐ View the video on *Perfect Weekly Presentations* from a member of our BNI Global Training Team.
- ☐ Schedule the time to design your Weekly Presentation. Be specific each and every week when asking for your perfect referral.
- ☐ **MENTORING ACTION:** Schedule a one-hour mentoring meeting with a past or current chapter Secretary/Treasurer (refer to page 11).

Feature Presentations

Login to BNI Business Builder where you will prepare the first of many Feature Presentations:

- ☐ View the video *6 Weeks to Your Feature Presentation*.
- ☐ Download the Feature Presentation Planning Worksheet and Trigger Sheets.
- ☐ Schedule a one-hour mentoring meeting with a member who leads the way in Feature Presentations
- ☐ **MENTORING ACTION:** Schedule a one-hour mentoring meeting with a member who leads the way in Feature Presentations (refer to page 11).

Inviting with Purpose

Learn directly from BNI's Founder, Dr. Ivan Misner, as he discusses how to be recognized as a top contributor in your chapter through inviting:

- ☐ Access the podcast *Inviting Visitors the Connector Effect Way*.
- ☐ Listen to the BNI podcast "*Interview Instead of Invite*".
- ☐ Download the *7 Minute Guide to Growing Your Referral Network*.
- ☐ **MENTORING ACTION 1:** Invite your first visitor and enter them into the BNI Mobile App.
- ☐ **MENTORING ACTION 2:** Schedule a one-hour mentoring meeting with a member of the Visitor Host Team. Be sure to ask them what their business would look like today if "once upon a time" they had not been invited to BNI (refer to page 11).

Referrals & Testimonials

This module will focus on everyone's favorite part of the meeting... Referral and Testimonial Time!!!

- ☐ Learn *How the BNI Testimonial Was Born* from Dr. Ivan Misner.
- ☐ Listen as BNI Executive Director, Mike Macedonio, says “*Responsibility and Referrals: It’s All Your Fault*” if you don’t like the referrals you’re receiving.
- ☐ Prepare a referral or testimonial to share at this week’s Chapter meeting. Prior to the meeting, send the referral or testimonial through BNI Connect or the BNI Mobile App.
- ☐ **MENTORING ACTION:** Schedule a one-hour mentoring meeting with a member of the Membership Committee (refer to page 11).

Lifelong Learning Resources

BNI has humble beginnings. We have experienced nearly forty years of successes and lessons learned. We hope you'll continue your Lifelong Learning journey by gaining insight from some of the best of the best in BNI:

- ☐ Download and explore the *List of Educational Resources*.
- ☐ **MENTORING ACTION:** Schedule a one-hour mentoring meeting with an Education Coordinator who will help you enter your well-earned CEUs (refer to page 11).

Congratulations

Congratulations! You have completed the Passport Program. We encourage you to prepare a proper BNI Testimonial to recognize the members who have been mentoring you through the process. Be sure to share a few examples of lessons learned and how they are helping you and your business.

- ☐ Take the next step in your Lifelong Learning Journey by enrolling in our Key Skills Workshops.
- ☐ **MENTORING ACTION:** Invite your Sponsor to an official one-to-one.

Committed to your Lifelong Learning Journey,

BNI Global Training Team

Mentor Meeting Topics

VP's Mentor Meeting:

1. PALMS & reporting through BNI Connect Mobile.
2. Policies. Attendance & Substitute Guideline.
3. VP shares their testimonial.

One-to-One Mentor Meeting:

1. One-to-One etiquette.
2. Proper One-to-Ones including GAINS.
3. Member Mentor shares their testimonial.

Secretary/Treasurer Mentor Meeting:

1. Member Bio.
2. Speaker Rotation.
3. Renewal Process including Seven Month Check In.

Speaker Mentor Meeting:

1. Designing your Feature Presentation.
2. Inviting clients and prospects for Feature Presentations.

Visitor Host Mentor Meeting:

1. Role-play inviting scenarios.
2. Gold Club goals.
3. Schedule a day to shadow the Visitor Host Team.

Membership Committee Chair Mentor Meeting:

1. Leads versus referrals.
2. Examples of TYFCB.
3. Power of a testimonial.

Education Coordinator Mentor Meeting:

1. BNI CEU's.
2. BNI Online/Offline Resources.
3. Understanding the Education Coordinator's role and responsibilities.