



BNI Commitment Form

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 Startup 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 2 sessions of no qualified visitors my category may be opened.

4. One-to-Ones

- a. In between meetings is when 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 Startup 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.
- 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.

6. Member and Chapter Qualification

- a. I will read and abide by the Member Policies Brochure and the BNI Code of Ethics:
 - i. I will provide the products and services at the prices I quote.
 - ii. I agree to be truthful with BNI members and any qualified referrals.
 - iii. I will give high quality service as I expect others to give me.
 - iv. I will take responsibility for following up promptly on the referrals I receive.
 - v. I will build goodwill and trust among the members and their referrals.
 - vi. I will be positive and supportive.
 - vii. I agree to maintain ethical standards that are equal to or above that of the rest of my profession.
- b. I recognize that I am getting involved with BNI and agree to follow the system, and be coachable by the BNI Consultant.
- c. I will display a positive and supportive attitude with the Members and Directors of BNI.
- d. I fully understand that the BNI Management at his or her discretion, may ask me to leave this Startup Group without refund (discretionary within Phase 2) if I am not able to make the full commitment to the development of my chapter or abide by the above terms.
- e. 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.

7. 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. BNIevents.com.au) and
 - iii. an administrative cost approximately equivalent to the weekly cost of membership. This being a non-refundable Phase (1 & 2 \$200 + GST) commitment fee totally \$220 incl **GST**
- b. Chapter Charter commences in Phase 3, when membership dues are no longer refundable. The actual date of Charter will occur on the first day of the next month after entering Phase 3, and the event cost structured in (7a) above will operate on the weeks between Phase 3 commencement, and official Charter date. (1st of the month), which activates the Membership Fee.
- 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.
- d. BNI membership and registration fees are non-refundable unless the Startup Group is abandoned by BNI.

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 at intervals of \$100 per phase.

Credit Card type: Visa Mastercard

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

Name on Card:

For Office Use	
Phase 1	Phase 2
Date & signature	

