



New Chapter Start Up – FAQ's

BNI limits membership to one category per chapter so we have a waiting of categories looking for a chapter. For this reason we often choose to work with business professional who want to start a new chapter to accommodate them.

These are the frequently asked questions regarding the Chapter start process.

Q. How long does it take to start a new BNI Chapter?

A. This varies depending on how quickly we move through the 3 Phases of the start up process.

Q. What are the 3 Phases of starting a chapter?

A. There are 3 distinct phases of the chapter start up, and each have their own timeline and requirements.

Phase One is the Information Stage this is the time that we are sharing the information with visitors who are in the room. To move from this phase we need 15+ paid applications submitted. This takes a maximum of 6 weeks or the Group does not proceed to Phase Two.

Phase Two is the phase where we go from 15+ paid applications to 25+ paid applications. This takes a maximum of 4 weeks, plus 1 week to set up Phase Two where we go over the commitment and expectations.

Phase Three is the phase where we train the Group to be a Chapter. At this point the group is no longer open to visitors and we go into training. Leadership teams are chosen and trained, we prepare for the chapter Launch. This is a 5 week process.

Q. What if we do not get to 15 or 25 in the time allotted?

A. To respect everybody's time we stick to a proven timeline. If key numbers are not achieved then we stop the process and do not proceed with the Group.

Q. What is the value of starting a chapter versus joining an existing chapter?

A. Groups who work together to achieve a common goal build credibility with each other rapidly. Also, by being a founding member you have the ability to lead the group and get the people and professions in the group that you most need and desire to grow your business.

Q. What if I do not know people in the area?

A. You can always attend networking events and meet people who might be interested in joining you in the process. Knowing where you spend your money and time with are also clues to whom you might want to invite along. If you do none of the above you may not be a good fit for the Start Up Process.

Q. Will BNI help find people for the Start Up Group?

A. If there are people on our waiting list for the area we will let them know that the group is forming as well as letting other chapters in the area know that we are open and taking applications.

Q. What is the cost associated with the Start Up Process?

A. Every person must submit an applications with full BNI Fees for a total of \$1375 (including GST). The Start Up process will be managed by a BNI Director and will be subject to a non-refundable Phase commitment fee of \$100.00 per Phase in addition to the weekly venue cost of approximately \$25.

Q. What happens to those fees if we do not Launch?

A. BNI Membership and Registration Fees of \$1375 are returned.

Q. What other requirements will I be expected to meet during this process, beyond the money?

A. Weekly attendance is critical, bringing visitors weekly, and sponsoring one new member into the group in order to proceed on to Phase 3.

Q. If I cannot meet those requirements what happens?

A. Application and Fees will be returned to you if BNI decides you are not the right fit for the Group. BNI has full discretion in this area. We hold every person accountable to the same level of participation. You may find an existing chapter to join but you would not be able to move forward with the group.

Q. Will BNI help the Group to get it started?

A. Yes there will be a BNI representative responsible for working with your Group.

Q. Can we choose the day and time we will meet each week?

A. At the beginning BNI decides and it is a requirement to have a BNI Representative at each of the meetings of a start-up Group. As we go to Phase 3 we allow the chapter to move to a day and time that suites the group.

Q. What is the first step to getting started?

A. Your first step is to carefully consider these FAQ's and make sure you are prepared to step in and actively contribute to the initiative. Complete the new start up questionnaire. You will need to find a group of people you want to start this group with. When you are confident there will be at least 10 people in the room, we will schedule a day and time to meet. At the meeting the BNI Representative will discuss the Phases and help you secure the commitment from the others.