

## **Executive Director Testimonials**

*The Fast Track Program can make good chapters great. With about half of our region's chapters participating in the program, we have seen increases in referrals and revenues for chapters.*

*Three considerations contribute to the impact of the program:*

- *The education -- everyone gets on the same page, rowing the boat together by taking Dr. Misner home with them.*
- *The team building that chapters experience as a result of every member participating.*
- *Sara and Flynn! Amazing support, Amazing coaching, Amazing results.*

*When has Fast Track not met with success in chapters? When the members don't participate or follow the system. This is, of course, a universal truth in BNI and life. This is also why Fast Track helps good chapters become great!!!*

*In order to grow your business you have to grow yourself personally. Referral-based marketing is a team sport. You can't be successful unless you have a good team around you. When everyone can rise to a new professional level together and grow personally, everyone is going to be more successful. And I know if we follow the Fast Track recipe, we are pretty much guaranteed success. It's one great way to put the "zippity doo da" back into a chapter.*

*Fast Track is our secret weapon.*

### **Tom Fleming, Executive Director of BNI West Central Florida**

*We have used Fast Track for several years, but mostly with smaller, struggling chapters. What is different about BNI Escondido (and now a 2nd chapter has followed them), is that they're larger, fairly successful or very successful chapters. But they did not necessarily have the cohesiveness of community that you discuss. They did not have the culture of learning. They did not really understand being a team who are there to help each other. They understood Givers Gain, but really getting in there and helping each other is something that a large chapter can focus on. And the culture of learning, the culture of the chapter.*

*I think this is the inspiration for all of us worldwide, as we look at what Fast Track can do. It can make our larger chapters better. Much, much better. They can really focus on being the best that they can be in terms of executing the BNI concepts. And that's what BNI Escondido has shown us.*

### **Kathryn Lodal, Executive Director of BNI San Diego**

*I visited BNI Chapel Street chapter this morning and wanted to give you some Fast Track feedback. 6 months ago I thought this chapter had little chance of surviving. They had 18 members and shrinking and it was just not fun to visit. They are at week 16 of Fast Track (so 2 to go) and they are today, a totally different chapter. Firstly, most of the members who weren't contributing, have left (self-selected out). There are several fresh-faced new members with a positive attitude and the vibe is now completely different. There are now 23 members and growing and have had visitors coming regularly. So that's a win in of itself. The most interesting part is closed business. They used to average under \$8000 per week, but this is now \$13000 per week. They know this will only increase when they have more members and they want a million dollars next year. Lastly, all but 2 existing members have a 5 and 6 score of 50 or over and all but a handful are averaging 1 or more one-to-ones a week, and we all know that leads to business in the long run.*

*The most interesting thing is that due to this success, they are planning to start the programme all over again in the new year, which I think is the biggest testament to the programme. These numbers might not seem huge, but from a chapter that was line ball for survival, I am confident they are here to stay and grow.*

**Braith Bamkin, Executive Director of BNI Melbourne West & Geelong**

*Constant Growth Menlo Park Chapter in the year prior to Fast Track had an average per month TYFCB of \$76,830. Seven months since they started Fast Track their TYFCB average per month is \$151,517. This is a dramatic increase by any standard.*

*Chapters in our region that are Fast Tracking are doing 50% - 100% more in booked business. So not only does the program help the region build a strong culture, it gives measurable results.*

**Ed Craine, Executive Director of BNI San Francisco**

*As Executive Directors of the Ventura County, Ca. region of BNI, we have seen positive and dramatic results from the chapters in our area who have been using the Fast Track program! Many of our other chapters are now starting to hear the message and have expressed interest. Want to triple your referrals in your chapter? Get on board with Fast Track now! This is a fun and educational program and Flynn and Sara provide tons of support!*

**Shawn McCarthy, Executive Director of BNI Ventura County, CA**

## **Director Consultant Testimonials**

*Our region's results are shown in the increased member and chapter statistics, and these have continued to be steadfast in support of the Fast Track Program. It's the change in chapter culture and team that really stands out for me. When chapters fully grasp the power of working together, learning together through education, and exercising the muscles of the Fast Track Program, the realization that EVERYONE WINS is cemented in an Ah-Ha moment for all.*

*Sara's complete commitment to the chapters, members, facilitators and directors is outstanding! Her ability to refocus the facilitators, encourage the directors, along with her simply effective approach to the next step, is inspiring. Thank you to Sara and Flynn for creating the Fast Track Program. Bravo! del Fuego... Bravo!*

*Overall, Fast Track provides the accountability, the focus and the teaming that is often missing in chapters. The programs pulls everyone together and everyone ends up doing the right things and members make more money. What a winning combination!*

### **Mickey Rechkemer, BNI West Central Florida**

*When seasoned members start to realize there's an expectation involved, that they become more of driver than passenger, it brings them around. That's what Fast Track does.*

### **Mark Silverman, BNI Manhattan**

*Both my chapters are loving Fast Track and have already seen (only a couple weeks into the program) an increase in the energy level, and in the PALMS! Thank you again for such a complete and well thought out program.*

### **Andy Suarez, BNI Illinois**

More from Andy here: <http://successnet.czcommunity.com/on-the-fast-track/fast-track-director-spotlight/24176/>

*I couldn't be more pleased with our Fast Track results. Everyone really stepped up to the plate and held each other accountable and achieved their personal and professional goals. I remember when I visited the chapter during Fast Track, a visitor came up to me and said, 'Can I ask you a question?' I thought it was going to be about the fee or membership requirements. But the person asked, 'As long as I turn in my application with my money, can I get the Fast Track CDs?'*

### **Margie Scheiman, BNI Ohio**

# TAKE THE BNI FAST TRACK

LEARN WHAT THE BEST ALREADY KNOW

*Grow Your Business  
and Your Chapter*

*Bottom line, Fast Track helps me do my job better.*

*When everyone in the chapter works the system together, magic happens. It helps me as a Director Consultant help my chapters succeed easily!*

**Steve DiOrio, BNI Mass**

*Sometimes with Fast Track, the results aren't immediate. They take time to marinate. But chapters who participate and clearly follow the education, administration, and follow up will, over time, show an improved culture of Givers Gain. They will do more one-to-ones, have better referrals, and result in more TYFCB. And, they will like each other better!*

**Nola Moon, BNI West Central Florida**