

## **What is Fast Track?**

Fast Track is the only approved **BNI Chapter Development Program**, focused on improving performance and results at the chapter level. Now in its 6th year, it has proven to provide members with more value from their BNI experience.

The program **combines audio learning and learning through interaction facilitated by the Education Coordinator in your chapter meeting**. It is the first program where the entire chapter focuses on the BNI Fundamentals together, and learns how to *practice and WIN as a team*.

Fast Track is **based on the BNI Networking Secrets 3-CD set with Dr. Ivan Misner & Tom Fleming, plus 23 weeks of curriculum lessons** for your chapter meetings. The goal is for everyone in the chapter to get on the same page, at the same time, with the same information – learning the BNI Fundamentals directly from the founder himself.

All types of chapters benefit from Fast Track, whether they are big or small, thriving or struggling, seasoned or new. *All successful teams have coaches and practice the fundamentals of their game together* – whether they are just starting out or already on top.

One chapter said Fast Track is the "system of systems", meaning it's a **turn-key solution for any chapter to grow, achieve results, retain members and build a great culture**.

Now with our [Chapter Subscription Program](#), your chapter has access to Fast Track's fully supported education and training for a low monthly fee on a 6-month or 12-month basis. ***You can be assured your chapter will grow and develop – and so will your business!***

## **Fast Track Results**

Fast Track results are consistent when chapters follow the process and stay in touch with our team for coaching and support along the way.

- **A minimum of 20%\* increase in booked revenue.**
- **A minimum of 30%\* increase in chapter size.**
- **Improved energy, commitment and accountability.**

*\*Many chapters experience much more!*

See also Page 4 of this document for specific chapter results & testimonials. We also have four years of Fast Track Friday calls ([bni.delfuego.com/ftf\\_calls](http://bni.delfuego.com/ftf_calls)) with successful Fast Tracking chapters and five years of monthly SuccessNet articles ([tinyurl.com/BNIFastTrack-SN](http://tinyurl.com/BNIFastTrack-SN)), which also contain great chapter results and stories. Our newest articles can be found at [bnisuccessnet.com](http://bnisuccessnet.com).

**We see the biggest results in chapters that decide to stop being just a group of people that meets every week, to individuals focused on the same results and working to understand how to achieve those results together.** When this happens, the chapter is truly a TEAM.

## **How to Get Started**

The following pages contain much more info for you about BNI Fast Track – so keep reading for details on the process, available resources and what members are saying about the program!

We are also happy to do a call with your Leadership Team so you can all ask questions together and then decide the best course for your chapter. Contact us at [flynnandsara@delfuego.com](mailto:flynnandsara@delfuego.com).

## **The Fast Track Process**

*When chapters follow the process, they are successful!*

<b>1.</b>	<b>Your chapter decides to do the Fast Track program and every member gets their own copy of the BNI Networking Secrets CD set.</b> As new members join your chapter, they get their own copy as well, so that they can get on the same page right away!
<b>2.</b>	<b>The Education Coordinator schedules a 1-hour Orientation Call with us.</b> The chapter Leadership Team and flag wavers are also encouraged to attend. Once this call is scheduled, we will email the curriculum materials needed for the program. Need to schedule an orientation call? Contact <a href="mailto:kt@delfuego.com">kt@delfuego.com</a> .
<b>3.</b>	<b>The chapter takes 2 weeks for each member to listen to the CD set.</b> During this period, the orientation call occurs and we register your chapter members to receive additional support throughout the program.
<b>4.</b>	<b>Members take the Fast Track Quiz, and when they pass with 100%, they get the orange Fast Tracker ribbon!</b> The quiz is super easy if you have listened to the CD set, and this is an important step to accountability in your chapter.
<b>5.</b>	<b>The chapter sets 3 important goals before starting the weekly curriculum – the Revenue/Referral Goal, the One-to-One Goal, and the Growth Goal.</b> All the information members need to know about Fast Track Goal Setting is included in the Member Workbook.
<b>6.</b>	<b>The chapter begins the weekly lessons based on the CD set, facilitated by their Education Coordinator in the chapter meeting.</b> As the program continues, the EC will assign teams so that members start sharing the curriculum facilitation. That's right... the team trains the team!

## **What BNI Members Are Saying About Fast Track**

*The results for our chapter are absolutely off the charts. We grew from 30-52 members. We changed our attrition rate from 30% to 0%. We started with a TYFCB of \$650,000 and ended Fast Track at \$800,000. Now we are at \$1,100,000!*

DENNIS CHARLES OF BNI COMMERCE CONNECTION (WAYLAND, MA)

**Fast Track establishes clear paths to success that will save members time and energy while achieving better results.**

INGRID EDSTROM OF ASHLAND BUSINESS CONNECTIONS (ASHLAND, OR)

*Before Fast Track, we had become complacent. We are mostly seasoned members where BNI became a part of our lives and our routine. **The weekly Fast Track activities stimulate us and get us excited about all we can be doing to help each other. I am thrilled with our progress!***

BRIDGET HARMON OF BNI PROFIT MAKERS (OCALA, FL)

*When you go through Fast Track, it centers everybody and brings everyone together so you're all on the same page. Our new members were like sponges, wanting to absorb everything and really getting involved in Fast Track. Their energy even brought our seasoned members back into the fold! Fast Track has been great for our chapter. Try it in yours.*

DAVID RICHARDS OF BNI TOP TIER (SPARTA, NJ)

*With Fast Track, the learning curve is much shorter for new members. We're all about teaching our members HOW to become effective networkers--the BNI way.*

PHYLLIS GLOVER OF BNI PRESTON CENTER CHAPTER (DALLAS, TX)

*Fast Track kept us focused and now everyone is on the same page. **We have real pride and ownership in the chapter now.** We have increased membership by 40%, booked business by 77% and reduced absences by 25%. And now we're doing the program a second time!*

GREG SUTTER OF BNI REFERRAL CONNECTION (CINCINNATI, OH)

*Fast Track is a lighthouse in the storm. It focuses the group on how to behave as a team and helps you maximize the productivity of your team.*

MIKE ZUKER OF BNI REFERRAL LOOP (CHICAGO, IL)

## **Featured Fast Track Friday Calls & SuccessNet Articles**

**Does your chapter wonder how to keep growing?** Listen to the 360 Chapter from Austin, TX. After Fast Track, it's easier for everyone to invite! [CLICK HERE TO LISTEN.](#) [CLICK HERE TO READ.](#)

**Do you want to create a more business-focused chapter culture and help members make more money?** BNI Networking Pioneers did it, and so can you! [CLICK HERE TO LISTEN.](#) [CLICK HERE TO READ.](#)

**What can Fast Track do for a successful chapter already on top?** Plenty. Get the facts about BNI Escondido of San Diego, CA – Goals + Education = SUCCESS! [CLICK HERE TO LISTEN.](#) [CLICK HERE TO READ.](#)

[CLICK HERE](#) TO VISIT THE FAST TRACK FRIDAY ARCHIVE FOR MORE!

## **BNI Fast Track Support & Resources**

We pride ourselves on the support and resources we offer to our Fast Track Family and all BNI members! Here's a look at all the ways you can get more information and support for you and your chapter, whether you are currently doing Fast Track or not.

<b>BNI Fast Track Website</b>	<a href="http://bni.delfuego.com">bni.delfuego.com</a>	Learn more about Fast Track, how it works and how to get your chapter on board. Plus, get free access to tips you can use right away in your chapter to boost your relationships & your referrals!
<b>Fast Track Friday Calls</b>  <b>Call In Number:</b> (218) 548-9402  <b>Access Code:</b> (327887225#)	<b>Almost Every Friday @</b>  11am Eastern 10am Central 9am Mountain 8am Pacific	For all BNI members and Fast Trackers! Featuring stories and experiences of Fast Tracking chapters, BNI membership tips & resources, and always Q&A time.  More info & call recordings at: <a href="http://bni.delfuego.com/ftf_calls">bni.delfuego.com/ftf_calls</a>
<b>Leadership Team Calls</b>	<b>By Appointment.</b> Contact <a href="mailto:kt@delfuego.com">kt@delfuego.com</a> to schedule.	We'll chat with your chapter Leadership Team to help you decide if it's the right time for Fast Track! We look at where the chapter wants to go, where they are today and how Fast Track can help.
<b>Fast Track EC Orientation Calls</b>	<b>Sessions available weekly.</b> Contact <a href="mailto:kt@delfuego.com">kt@delfuego.com</a> to schedule.	For chapters starting Fast Track, we provide the Education Coordinator a complete walk through of the curriculum materials and tips for best ways to facilitate. <i>Leadership Teams welcome!</i>
<b>BNI Fast Track Chapter Coaching</b>	<b>Sara Minnis</b> <a href="mailto:Sara@delFuego.com">Sara@delFuego.com</a> (512) 736-8716	We have coached hundreds of chapters and BNI members on building BNI TEAMS that succeed. We love talking to BNI members. Contact us to get started!
<b>BNI Connect</b>	<b>Join our Fast Track Resource Group!</b> <a href="http://tinyurl.com/BNIConnectFT">tinyurl.com/BNIConnectFT</a>	Stay up-to-date on Fast Track Friday calls, news and information about BNI Fast Track. All conveniently through your account on BNI Connect.
<b>BNI SuccessNet</b>  <i>On the Fast Track</i>	<b>New Article Posted Monthly @</b> <a href="http://tinyurl.com/BNIFastTrack-SN">tinyurl.com/BNIFastTrack-SN</a>	Read about the experiences, results and next steps for chapters and members on the BNI Fast Track.