

FAST TRACK - DETAILED DESCRIPTIONS OF PROGRAMS & CONTENT

OVERVIEW:

What is the Content of Fast Track?

Fast Track is based on the 4 CD sets we've produced with Dr. Misner, each with a customized curriculum complete with member materials, email support, progress/results tracking and individualized chapter coaching as needed.

The Secret to Great Leadership Teams – For Leadership Teams to learn the basic leadership skills they need in BNI. They learn how to create and maintain chapter culture, deal with accountability issues, set goals and thrive. A mini BNI MBA!

BNI Networking Secrets – The original Fast Track CD set provides information on the BNI basics. As chapters listen, they learn how to set the right expectations and understand the value of accountability.

The BNI Visitor Experience – Focuses on creating the chapter culture that makes visitors say, “I want to be a part of this group.” This curriculum helps chapters produce consistent, steady growth by making sure every visitor has a great experience – every time.

Entrepreneurs-Everyday Leaders – This CD was developed after many years of coaching chapters and realizing they want more information on how to use their experience in BNI to grow their businesses. This CD set and the accompanying curriculum represent a true competitive advantage for BNI in terms of member retention.

CD Curriculums Include:

- Complete Lesson Plans for content delivered in the Education Coordinator moment
- Complete Education Coordinator (Trainer's) Guide
- Member Workbook
- Email Support
- Goal Tracking Tools for revenue/referral goals, one-to-one's, visitor commitment, referrals given, etc.
- Customized Support as needed

DETAILS BY CD SET:

BNI Networking Secrets 3-CD Set

Learn What the Best Already Know! Featuring Dr. Ivan Misner, Founder & Chairman of BNI.

These audio CDs will change how you network!

Gain new information from the world's expert on networking – Dr. Ivan Misner – the founder BNI, world's largest international networking group. These CDs are like having your own networking coach where you are totally entertained, you have fun and you learn.

If you're new to networking – you'll gain an extraordinary amount of information so you get more business faster. This CD set will help you gain 20 years of networking experience in less than 3 hours!

If you're a seasoned networker – sharpen the saw! Get new ideas and new results for your business.

What Will You Learn?

- How to generate more referrals to build your business through word-of-mouth.
- 3 things anyone new to networking needs to know.
- How to improve the results you get from networking.
- The fundamentals that any great networker executes regularly to stay successful.
- The difference between networking and selling.
- What the VCP Process® is and how you apply it to increase your success.

Curriculum Outline:

Week 1 Start Listening Period

Week 2 Listening Check-In

Week 3 Score Fast Track Quiz

Week 4 Introduce Goal Setting Process

Week 5 Share Individual Goals & Set Chapter Goals

Week 6 The VCP Process

Week 7 VCP & Our Chapter

Week 8 Time Confidence Curve

Week 9 Touch Points

Week 10 GAINS Exchange

Week 11 Givers Gain

Week 12 Why We Meet Weekly

Week 13 When We Maximize Referrals

Week 14 VCP Review

Week 15 Your Weekly Presentation

Week 16 Target Market

Week 17 Contact Spheres/Power Teams

Week 18 Referrals That Don't Work

Week 19 Is BNI for Everyone?

Week 20 The Real Secret

Week 21 Individual Goal Review

Week 22 Chapter Goal Review

Week 23 What's Next?

CD Tracks:

Chapter 1: Setting Expectations

Track 1: Introduction

Track 2: BNI Basics - 4 Ways to Build Your Business

Track 3: Why Word of Mouth - 4 Key Landmarks

Track 4: Challenges

Track 5: Is BNI for Everyone?

Chapter 2: The Fundamentals – What Makes it Work?

Track 1: Wind Sprints

Track 2: BNI Road Map – VCP, One-to-One, GAINS Exchange, Time Confidence Curve

Track 3: Attendance

Track 4: Giving and Receiving Referrals – Credibility

Track 5: Training your Sales Force – Your Weekly Presentation

Track 6: Can This Work For Anyone? – Fundamentals to Apply

Chapter 3: How To

Track 1: Introduction

Track 2: Networking vs. Selling, Steps to Build a Network, Lead vs. Referral

Track 3: VCP and Your BNI Experience

- How to Move From C to P
- Evaluating Networking Organizations
- Givers Gain Philosophy
- Training Your Sales Force
- Factors Affecting Referrals
- Behaviors to Build Credibility

Track 4: How to Ask For a Referral

Track 5: Target Markets and Contact Spheres

BNI Visitor Experience 3-CD Set

Your invitation gets them to the meeting. Their experience gets them to join. Featuring Dr. Ivan Misner, Founder & Chairman of BNI.

What is the secret to turning visitors into members?

- Is it when you invite?
- Is it who you invite?
- Is it how you invite?
- Is it how the visitor feels when they attend your chapter meeting?
- Is there more?

Dr. Misner coaches you on the VCP Process®, how to apply it to visitors, and the entire visitor process from invitation to application.

The key element he addresses on this audio CD set is how to create the culture for consistent, steady growth in your chapter. Below are some topics Dr. Misner focuses on to help you learn how to create a great visitor experience. How you would answer these questions for your chapter?

- When visitors come to your meeting, do they leave saying, "I can't wait to be a part of that"?
- Are there things your chapter needs to do to "clean house" before you can expect visitors to really want to join?
- Do your visitors see a team at credibility when they attend your meetings?

Learn the specific things you and your chapter can do to make sure every visitor has a great experience – every time.

Curriculum Outline:

Week 1 Introduce the Program

Week 2 Listening Check-In

Week 3 Score Fast Track Quiz

Week 4 Building Our Dream Team, Part 1

Week 5 Building Our Dream Team, Part 2

Week 6 How to Invite, Part 1

Week 7 How to Invite, Part 2

Week 8 We are All Visitor Hosts

1st Visitor Day

Review & Follow-Up

2nd Visitor Day

Review & Follow-Up

3rd Visitor Day

Celebrate & What's Next

CD Tracks:

CD 1 - Chapter 1 - Setting Expectations

Track 1 - Introduction

Track 2 - Quantity & Quality for a Successful Chapter

Track 3 - I Want to Be a Part of That

Track 4 - Is Your House in Order?

Track 5 - VCP with Chapters & Visitors

CD 2 - Chapter 2 - The Key Elements

Track 1 - Why Culture Eats Strategy for Breakfast

Track 2 - Why "*Please, Please, Please*" Isn't an Invitation

Track 3 - One Sheet of Paper

Track 4 - What Visitor Host?

CD 3 - Chapter 3 - The Experience

Track 1 - The What and the Why of "No"

Track 2 - Is Your Chapter Open?

Track 3 - Answers to the FAQs from Visitors

Track 4 - What Do BNI & Disneyland Have in Common?

Track 5 - Take Two!

Entrepreneurs-Everyday Leaders 3-CD Set

Learn How to Create the Recipe for Your Success! Featuring Dr. Ivan Misner, Founder & Chairman of BNI.

Learn what they don't teach you in college that can take years to learn on your own.

Dr. Misner is the entrepreneur for all entrepreneurs. For over three decades, he has helped people change their lives, their businesses, and their level of success - to what many thought would never be possible. As the leader of the world's largest networking organization with over 100,000 members, he knows first-hand what it takes to master a recipe for success. Let him help you discover yours!

Now you can hear directly from Dr. Misner and gain from his wisdom - for your business and your life.

Curriculum Outline:

1st Video: Welcome, Entrepreneurs!

2nd Video: Organizing for Success

3rd Video: Why a Great Referral Group is Critical (Now More Than Ever)

4th Video: Leadership Skills Necessary for Entrepreneurs

5th Video: The Future of Entrepreneurs, Our Everyday Leaders

CD Tracks:

CD 1 - An Inside Job

Track 1 - Intro

Track 2 - An Inside Job

Track 3 - Attraction or Action

CD 2 - Creating My Culture for Success

Track 4 - The Culture of Learning

Track 5 - Your Referral Network

CD 3 - My Capacity to Adapt

Track 6 - The Capacity to Adapt

Track 7 - Accountability

The Secret to Great Leadership Teams 2-CD Set

Increasing Your Chapter's Success through Leadership! Featuring Dr. Ivan Misner, Founder & Chairman of BNI.

"Chapters move at the speed of the Leadership Team. They set the speed and tone of the chapter, and they are critical to any chapter's success." - Dr. Ivan Misner

We created this CD set with Dr. Misner, because we've found in coaching chapters that they may understand the operational basics of the Leadership Team, but they haven't mastered the real Leadership Aspects it takes to support their chapters to success.

With this CD set, you will:

- Understand more about the speed and tone with which your Leadership Team operates and what you can do to improve.
- Get clarity on what each role on the Leadership Team is designed to do and why.
- Hear directly what works for Leadership Teams, what doesn't, and WHY.
- Learn how to have the "hard" conversations with members about accountability, and why those conversations are crucial to your team's success.
- Identify the old habits that keep your chapter from moving to the next level.

When you order this product, you'll automatically receive the 9-page Handout via email, which we created to help you apply the concepts from the CD set with YOUR team.

As Dr. Misner says, Leadership Teams are at the heart of any chapter's success!

Curriculum Outline:

Culture and Strategy - Both are Important!

Accountability – The Key to a Thriving Chapter

Attitude – The Magic of All Successful Leaders and Leadership Teams

Celebration and Recognition – Two Secret Tools to Creating Great Culture

An Environment of Learning

So Where Are We?

CD Tracks:

CD 1 - Culture and the Impact on Your Chapter

Track 1 - The Critical Factor

Track 2 - Create Your Winning Team

CD 2 - Accountability and More

Track 3 - Roles and Responsibilities

Track 4 - What Happens the Rest of the Year?