

# TAKE THE BNI FAST TRACK

*Learn What the Best Already Know*

## 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.

Fast Track programs are **based on CD sets with Dr. Ivan Misner, plus exercises & lessons** that are facilitated by the Education Coordinator in your chapter meeting. 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 and then practicing as a team!

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.

Now with our Chapter Subscription options, your chapter has more choices than ever to access fully supported education and training with a low monthly fee on an annual basis.

### FAST TRACK PROCESS

- 1) Your chapter signs up and starts with the CDs & curriculum that's right for you.
- 2) You receive a CD set for every member and members take 2 weeks to listen.
- 3) Everyone takes a simple Fast Tracker quiz.
- 4) Two goals are established – The Revenue/Referral Goal and the Chapter Growth Goal.
- 5) Your chapter does the curriculum in the EC 5 minutes of your BNI meeting.
- 6) On the subscription program, when you finish one curriculum you start the next one!

### FAST TRACK RESULTS

Bottom line results when chapters follow the proven process:

- **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!*

### WHAT BNI MEMBERS SAY ABOUT FAST TRACK

- We've won the Founder's Award the last 3 years, and Fast Track is the cornerstone to our success.
- We kicked off our chapter with Fast Track and we've grown by 50% over 4-5 months!
- We have real pride & ownership in the chapter now.
- Our average monthly TYFCB grew from \$76,830 to \$151,517 in 7 months!
- In the Visitor Experience program, we gained 7 new members in just 5 weeks!
- I made more revenue during Fast Track than the total of my 3 previous years in BNI.
- With Fast Track, the learning curve is much shorter for new members.
- Fast Track taught me how to get more referrals, and in the last six months I'm up about 30% in my business. I am unbelievably excited!
- I am very impressed by the quality of the program. It is PRICELESS!
- The results for our chapter are absolutely off the charts. We grew from 30-52 members and 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!

# FAST TRACK CHAPTER TESTIMONIALS



**If you want a Bachelor's degree in networking, go to your meeting and take MSP. If you want a Master's degree in networking, take FAST TRACK. Why? Because all your chapter members take the training at the same time... giving you the ability to build on other's experiences and knowledge, instead of doing it outside the chapter. And if you have an EC that gets people enthused and active in the training, it's an immense chapter builder!**

*Jack Boland – Referral Rainmakers  
(Elm Grove, WI)*

I think BNI is the best organized networking group, but everyone needs to understand how to use it. The Fast Track CDs helped members understand how BNI really works, and the Fast Track program kept the awareness of education going on. Before Fast Track we'd never broken the 33 member mark -- now we're about to induct our 40th member! We've also had a 25% increase in TYFCB and a 20% increase in referrals per month.

*Tom Finley - BNI Direct to Success  
(Tampa, FL)*

**Fast Track focuses on the team aspect of BNI. The end result is we all make more money. My chapter doubled in size on Fast Track. But more importantly we retained members and increased our TYFCB by over 30% in less than 6 months. 8 months after the program we are still constantly referring to the concepts we learned in Fast Track. I highly recommend it.**

*Dennis Charles - BNI Commerce Connection  
(Wayland, MA)*

In the last six months 90% of my business is through BNI referrals and it's all motivated by Fast Track.

*Mark Delia – BNI Grand Slam (FL)*

**Membership has more than doubled, referrals are through the roof, and closed business exceeds anything we previously thought was possible. Our success is based upon your coaching, your assistance and your belief in the doing things the right way.**

*John Elias – BNI Referral Loop (Chicago, IL)*

We have had many members including tenured ones give us very positive feedback about the CD materials and the weekly Fast Track BNI Education. I really do believe every chapter should engage in Fast Track and especially newly formed chapters to expedite their success with BNI.

*Rick Villarreal – BNI ATX Power Group  
(Austin, TX)*

We bought in hook, line, and sinker to the Fast Track Visitor Program when we were at 35 members. Now? The inviting process and the teams as you suggested -- we just did it! We had 70 visitors at visitor day, got 20 applications and we sponsored 15 of those membership applications. Now we're at 50 members!

*Jude Heath – Wealth in Networking Chapter  
(New Orleans, LA)*

