



### Chapter Report

Report Issue Date

March 2025

Report

Chapter Highlights & Member Traffic Lights

Chapter

BNI ATOMS

Region

Guntur

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|   |              |
|---|--------------|
| <b>Current Score:</b><br>Members Average Score for Six Month . Ranked by Average Score for 6 months | <b>Total</b> |
|---|--------------|

|  |  |
|--|--|
|  |  |
|--|--|

|                               |    |
|-------------------------------|----|
| Surya Dharanish Perumalla     | 86 |
| Mahan Rk                      | 85 |
| Shaik Subani                  | 84 |
| Kota Prasad                   | 83 |
| Karampudi Kiran Kumar         | 81 |
| Ayyappa Siginam               | 79 |
| Ramesh Vemulapalli            | 79 |
| Vijaya Bhaskara Reddy         | 79 |
| Samba Siva Rao Gummadidala    | 78 |
| Poorna Chandra Rao Neeliseti  | 77 |
| Naga Sathish                  | 76 |
| Makkapati Krishnaveni         | 74 |
| Sriram Enadula                | 73 |
| Zakir Hussain Mohammad        | 73 |
| Siva Naga Kumar V             | 73 |
| Pavan Kumar Myllepalli        | 68 |
| Manoj Kumar Nerella           | 68 |
| Jagadeesh Lalapeta            | 68 |
| Ramesh Mulpuri                | 66 |
| Amar Lingeswara Rao D         | 63 |
| Naveen Chakravarthy T         | 63 |
| Sambasivarao M V              | 59 |
| Siva Ramakrishna.K            | 59 |
| Sri Lakshmi Konda             | 58 |
| Nischall Naarasimha B         | 57 |
| Sri Harsha Gudipati           | 55 |
| Durga Prasad. Y               | 55 |
| Nawazish Shaik                | 55 |
| Bvl Pratyusha Yakkala         | 53 |
| Koteswara Rao V               | 49 |
| Raja Sekhar Moparthi          | 47 |
| Mallikarjuna Rao. M           | 47 |
| Dr Hanumanth                  | 46 |
| Brahmeswar Thimmisetty        | 45 |
| Sridhar Chittiprolu           | 45 |
| Arnuri Anusha                 | 44 |
| Naresh Sivvarapu              | 43 |
| Suneel Bhumireddy             | 42 |
| Manasa Mukka                  | 41 |
| Raghavendra Mattipudi         | 40 |
| Vasudevarao Karyampudi        | 40 |
| Mallikarjuna Reddy Jinugu     | 39 |
| Naga Venkata Gowtham Sadhu    | 38 |
| Venkata Lakshman Maddikayala  | 38 |
| Ramesh Babu T.                | 38 |
| Venkata Nagireddy Yenireddy   | 38 |
| Babu Naidu                    | 37 |
| Pallavi Santhoshi S           | 36 |
| Lakshmi Sumanth Sakala        | 35 |
| Pranay Tavva                  | 33 |
| Koteswar Rao Bvr              | 33 |
| Sai Prasanna Gangavarapu      | 33 |
| Yash Kumar Jain               | 33 |
| Pradeep Kumar Vemuri          | 33 |
| Naresh Malepati               | 30 |
| Vijay Sarathi Namburi         | 30 |
| Thirupathi Rao Gottam         | 28 |
| Srinivas Yamala               | 26 |
| Raghawa Yadavalli             | 24 |
| Jagadeesh Gonuguntla          | 21 |
| Sai Mounika Bhavirisetty      | 20 |
| Chandra Shekhar Dumpalagadda  | 20 |
| Vivekananda Reddy Gade        | 20 |
| Rama Krishna Murthy Karpurapu | 20 |
| Avinash Ramesh Mallavarapu    | 20 |
| Prudhvi Vinnakota             | 20 |
| Nagendra Kumar Nerella        | 18 |
| Megharaj Praneeth Karpurapu   | 17 |
| Mohammad K Chand              | 15 |
| Shaik Nasiruddin              |    |

|  |                 |                 |                 |                 |                 |                 |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Current Score:</b><br>Members Score for Current Month. Ranked by current Month Score. | <b>Oct 2024</b> | <b>Nov 2024</b> | <b>Dec 2024</b> | <b>Jan 2025</b> | <b>Feb 2025</b> | <b>Mar 2025</b> |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|

|                               |           |           |           |           |           |           |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>Average Per Month</b>      | <b>55</b> | <b>53</b> | <b>50</b> | <b>52</b> | <b>55</b> | <b>50</b> |
| Makkapati Krishnaveni         | 55        | 55        | 65        | 80        | 100       | 90        |
| Shaik Subani                  | 80        | 80        | 80        | 85        | 90        | 90        |
| Surya Dharanish Perumalla     | 90        | 90        | 85        | 80        | 85        | 85        |
| Mahan Rk                      | 85        | 85        | 85        | 85        | 85        | 85        |
| Karampudi Kiran Kumar         | 80        | 85        | 70        | 80        | 85        | 85        |
| Sriram Enadula                | 55        | 65        | 70        | 75        | 90        | 85        |
| Kota Prasad                   | 80        | 75        | 85        | 85        | 85        | 85        |
| Vijaya Bhaskara Reddy         | 75        | 75        | 80        | 80        | 80        | 85        |
| Ayyappa Siginam               | 70        | 80        | 80        | 80        | 85        | 80        |
| Siva Naga Kumar V             | 80        | 65        | 65        | 65        | 80        | 80        |
| Poorna Chandra Rao Neeliseti  | 80        | 75        | 70        | 75        | 80        | 80        |
| Manoj Kumar Nerella           |           |           |           | 45        | 80        | 80        |
| Ramesh Vemulapalli            | 80        | 75        | 80        | 80        | 80        | 80        |
| Samba Siva Rao Gummadidala    | 75        | 80        | 75        | 75        | 85        | 80        |
| Pavan Kumar Myllepalli        | 70        | 65        | 65        | 65        | 75        | 70        |
| Durga Prasad. Y               | 45        | 45        | 50        | 55        | 65        | 70        |
| Zakir Hussain Mohammad        | 75        | 75        | 70        | 70        | 80        | 70        |
| Nischall Naarasimha B         | 60        | 60        | 45        | 50        | 60        | 65        |
| Jagadeesh Lalapeta            | 75        | 75        | 65        | 65        | 60        | 65        |
| Naga Sathish                  | 75        | 75        | 80        | 80        | 80        | 65        |
| Amar Lingeswara Rao D         | 75        | 60        | 60        | 60        | 60        | 65        |
| Sambasivarao M V              | 65        | 55        | 55        | 60        | 60        | 60        |
| Bvl Pratyusha Yakkala         | 30        | 50        | 50        | 60        | 70        | 60        |
| Raja Sekhar Moparthi          | 45        | 45        | 35        | 40        | 55        | 60        |
| Siva Ramakrishna.K            | 65        | 65        | 55        | 55        | 55        | 60        |
| Ramesh Mulpuri                | 65        | 65        | 70        | 70        | 70        | 55        |
| Koteswara Rao V               | 50        | 45        | 45        | 45        | 55        | 55        |
| Venkata Lakshman Maddikayala  | 35        | 15        | 30        | 40        | 55        | 55        |
| Venkata Nagireddy Yenireddy   | 20        | 25        | 30        | 50        | 45        | 55        |
| Sri Lakshmi Konda             | 55        | 55        | 65        | 65        | 60        | 50        |
| Arnuri Anusha                 |           |           | 20        | 50        | 55        | 50        |
| Nawazish Shaik                | 65        | 60        | 55        | 50        | 50        | 50        |
| Mallikarjuna Rao. M           | 55        | 50        | 40        | 45        | 40        | 50        |
| Sri Harsha Gudipati           | 60        | 60        | 60        | 60        | 45        | 45        |
| Brahmeswar Thimmisetty        | 45        | 45        | 45        | 45        | 45        | 45        |
| Naga Venkata Gowtham Sadhu    | 40        | 35        | 35        | 35        | 40        | 45        |
| Sai Prasanna Gangavarapu      |           |           | 15        | 25        | 45        | 45        |
| Manasa Mukka                  | 45        | 40        | 40        | 40        | 35        | 45        |
| Pallavi Santhoshi S           | 25        | 30        | 35        | 35        | 45        | 45        |
| Naveen Chakravarthy T         | 75        | 65        | 65        | 65        | 60        | 45        |
| Mallikarjuna Reddy Jinugu     | 40        | 40        | 35        | 35        | 45        | 40        |
| Naresh Sivvarapu              | 40        | 40        | 50        | 50        | 40        | 40        |
| Dr Hanumanth                  | 40        | 55        | 55        | 45        | 40        | 40        |
| Pradeep Kumar Vemuri          |           |           | 20        | 25        | 45        | 40        |
| Raghavendra Mattipudi         |           |           |           |           |           | 40        |
| Vasudevarao Karyampudi        | 30        | 35        | 45        | 45        | 45        | 40        |
| Babu Naidu                    | 40        | 35        | 35        | 40        | 35        | 35        |
| Koteswar Rao Bvr              |           |           | 30        | 30        | 35        | 35        |
| Sridhar Chittiprolu           | 45        | 45        | 50        | 50        | 45        | 35        |
| Pranay Tavva                  | 40        | 35        | 35        | 25        | 30        | 35        |
| Suneel Bhumireddy             | 50        | 50        | 40        | 40        | 35        | 35        |
| Jagadeesh Gonuguntla          | 25        | 20        | 10        | 15        | 25        | 30        |
| Naresh Malepati               | 35        | 25        | 25        | 30        | 35        | 30        |
| Lakshmi Sumanth Sakala        |           |           |           |           | 40        | 30        |
| Vijay Sarathi Namburi         |           |           |           |           |           | 30        |
| Srinivas Yamala               | 30        | 25        | 15        | 25        | 30        | 30        |
| Raghawa Yadavalli             | 30        | 25        | 20        | 20        | 25        | 25        |
| Megharaj Praneeth Karpurapu   | 20        | 10        | 10        | 15        | 20        | 25        |
| Yash Kumar Jain               | 35        | 45        | 45        | 25        | 20        | 25        |
| Ramesh Babu T.                | 40        | 40        | 40        | 45        | 40        | 20        |
| Sai Mounika Bhavirisetty      |           |           |           |           |           | 20        |
| Chandra Shekhar Dumpalagadda  |           |           |           |           |           | 20        |
| Vivekananda Reddy Gade        |           |           |           |           |           | 20        |
| Rama Krishna Murthy Karpurapu |           |           |           |           |           | 20        |
| Avinash Ramesh Mallavarapu    |           |           |           |           |           | 20        |
| Prudhvi Vinnakota             |           |           |           |           |           | 20        |
| Nagendra Kumar Nerella        |           |           |           |           | 20        | 15        |
| Mohammad K Chand              |           |           |           |           |           | 15        |
| Thirupathi Rao Gottam         | 55        | 35        | 30        | 15        | 15        | 15        |
| Shaik Nasiruddin              |           |           |           |           |           |           |

| Reporting Period | Oct 2024 | Nov 2024 | Dec 2024 | Jan 2025 | Feb 2025 | Mar 2025 |
|------------------|----------|----------|----------|----------|----------|----------|
| Green            | 32%      | 25%      | 25%      | 26%      | 32%      | 25%      |
| Amber            | 25%      | 32%      | 28%      | 29%      | 22%      | 23%      |
| Red              | 36%      | 30%      | 33%      | 29%      | 37%      | 33%      |
| Grey             | 8%       | 13%      | 14%      | 16%      | 10%      | 19%      |



Region: Guntur

Chapter

BNI ATOMS

March 2025

Business Activity

**Chapter Business last Month :**

This Table Represents activity levels for the chapter  
for last month

**The Wider Network :**

Value of Business brought by  
non members to the chapter Last month

-

| <u>Region</u> | <u>Chapter</u> | <u>Total Referrals</u> | <u>Business Passed</u> | <u>Value Per Referral</u> | <u>Number of Visitors</u> | <u>Period</u> | <u>Number of months</u> |
|---------------|----------------|------------------------|------------------------|---------------------------|---------------------------|---------------|-------------------------|
| Guntur        | BNI ATOMS      | 407                    | 3,95,46,918            | 97,167                    | 10                        | March 2025    | 1                       |

**Chapter Business Tracker :**

This Table Represents activity levels for the chapter  
for 6 month

**The Wider Network :**

Value of Business brought by  
non members to the chapter Last six month

-

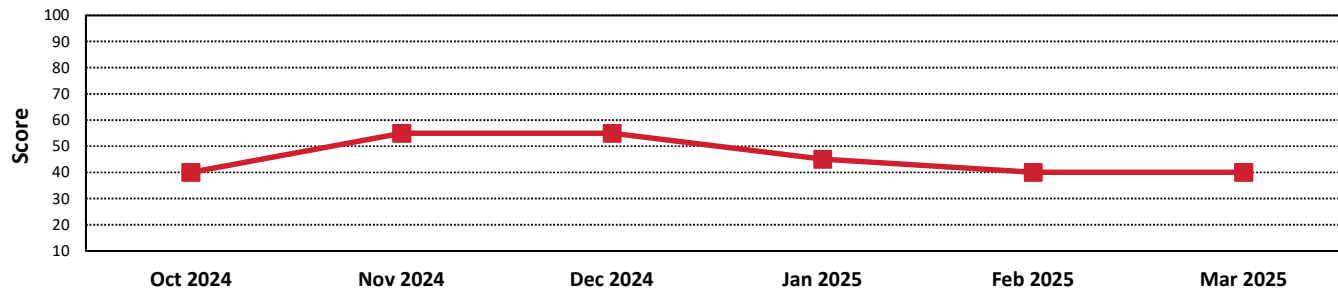
| <u>Region</u> | <u>Chapter</u> | <u>Total Referrals</u> | <u>Avg No of Referrals</u> | <u>Business Passed</u> | <u>Avg Business Passed</u> | <u>Avg Referral Value</u> | <u>No of Visitors</u> | <u>Avg No of Visitors</u> |
|---------------|----------------|------------------------|----------------------------|------------------------|----------------------------|---------------------------|-----------------------|---------------------------|
| Guntur        | BNI ATOMS      | 2485                   | 414                        | 14,48,86,299           | 2,41,47,717                | 58,304                    | 230                   | 38                        |

**Region Business Tracker :**

This Table Represents activity levels for the chapter for 6 month

| <u>Region</u> | <u>Chapter</u> | <u>Total Referrals</u> | <u>Avg No of Referrals per month per chapter</u> | <u>Business Passed</u> | <u>Avg Business Passed per month per chapter</u> | <u>Avg Referral Value</u> | <u>No of Visitors</u> | <u>Avg No of Visitors per month per chapter</u> |
|---------------|----------------|------------------------|--|------------------------|--|---------------------------|-----------------------|---|
| Guntur        | 7              | 9588                   | 228  | 47,61,32,985           | 1,13,36,500                                      | 49,659.26                 | 655                   | 16  |

## Traffic Light Tracker



## Scoring

| Referrals/ Week |    | Avg Visitor /week |    |
|-----------------|----|-------------------|----|
| < 0.5           | 0  | < 0.1             | 0  |
| < 0.75          | 5  | < 0.25            | 5  |
| < 1             | 10 | < 0.5             | 10 |
| < 1.2           | 15 | < 0.75            | 15 |
| ≥ 1.2           | 20 | ≥ 0.75            | 20 |

| Absenteeism |    | TYFTB     |    |
|-------------|----|-----------|----|
| > 2         | 0  | < 500000  | 0  |
| = 2         | 5  | < 1000000 | 5  |
| = 1         | 10 | < 2000000 | 10 |
| < 1         | 15 | ≥ 2000000 | 15 |

| Training |    | Testimonial / week |    |
|----------|----|--------------------|----|
| = 0      | 0  | ≤ 0                | 0  |
| = 1      | 5  | < 0.075            | 5  |
| = 2      | 10 | ≥ 0.075            | 10 |
| ≥ 3      | 15 |                    |    |

| Arriving on Time |   |
|------------------|---|
| ≥ 1              | 0 |
| = 0              | 5 |

**Note :** Scoring is Calculated over a 6 month period

|               |
|---------------|
| ≥ 70          |
| ≥ 50 and < 70 |
| ≥ 30 and < 50 |
| < 30          |

| Member Name  | Period                | Absent Score | Referrals Score | TYFTB Score | Visitors Score | Testimonial Score | Arriving on Time Score | Training Score | Total |
|--------------|-----------------------|--------------|-----------------|-------------|----------------|-------------------|------------------------|----------------|-------|
| Dr Hanumanth | Mar 2025<br>Key Score | 1            | 0.65            | 3358700     | 0.00           | 0.04              | 4                      | 1              |       |
| Dr Hanumanth | Mar 2025              | 10           | 5               | 15          | 0              | 5                 | 0                      | 5              | 40    |
| Dr Hanumanth | Feb 2025              | 10           | 5               | 15          | 0              | 5                 | 0                      | 5              | 40    |
| Dr Hanumanth | Jan 2025              | 5            | 10              | 15          | 0              | 5                 | 0                      | 10             | 45    |
| Dr Hanumanth | Dec 2024              | 5            | 15              | 15          | 0              | 10                | 0                      | 10             | 55    |
| Dr Hanumanth | Nov 2024              | 5            | 15              | 15          | 0              | 10                | 0                      | 10             | 55    |
| Dr Hanumanth | Oct 2024              | 5            | 10              | 10          | 0              | 10                | 0                      | 5              | 40    |
|              |                       | (out of 15)  | (out of 20)     | (out of 15) | (out of 20)    | (out of 10)       | (out of 5)             | (out of 15)    |       |

How Can you Increase your Score ?

Average 1.1 Referrals per week for 6 months

Attend a Training event and get credit for 6 months

Average 1 Visitor a week for 6 months

Write Two Testimonials and get points for 2 months

Attending Every Meeting

Make sure People are Thanking you for the business