

# Making the Commitment

For Members Joining a Chapter

I, \_\_\_\_\_ agree to the following terms and conditions as part of my membership in the \_\_\_\_\_ chapter of BNI as a dedication to my own profitability and the profitability of others.

1. **Time - Arrive latest by 7:29 AM Stay till 9:30 AM at least-** I understand the importance of arriving early each week prior to "Open Networking" so that I can help greet guests and network with the members. Therefore, I will arrive early each week and I will not leave early, as this is very disruptive to the meeting process.
2. **Attendance -Only 3 Absence in 6 months "Rolling Period"-** I will attend every meeting and when I am unable to attend, I will send a substitute to take my place. I also understand my responsibility to fully brief my substitute on what they should say and how they are to behave while acting as my substitute.
3. **Substitution** - If a member is unable to attend a meeting, a substitute (worthy of representing the member) can be sent (not a member of any chapter). This is not considered as an absence. As per the BNI Guideline, a member can look at having a maximum of 3 substitutions in a 6 months rolling period.
4. **Participation-** A member of BNI is required to participate in chapter activities by
  - i. Providing **referrals** to the group
  - ii. Inviting **visitors** as per Chapter goals
  - iii. Contribute to running of the chapter (by taking on a position or helping other members holding positions)
5. **Goal Oriented 1-2-1s** - I commit to conducting at least two goal oriented 1-2-1 with fellow members of my chapter (after attending Member Success Program) or as per the goals set by my chapter from time to time.
6. **Visitors Day** - During Visitors day, every new member is required to send 40 (strictly) invitations to qualified prospects of BNI the first time.
7. **Trainings** - BNI conducts 6-7 trainings in a year for its members. All members are required to attend these trainings, and some trainings like MSP must be attended within 60 days of membership. Trainings are usually held on Saturdays and approx. cost is around Rs. 1200/- (subject to change) payable by cash.
8. **Meeting Fees-** I understand that in addition to the annual membership fees (Non-refundable), I will also be required to pay quarterly chapter dues in cash, in advance (Non-refundable). These are due at the beginning of penultimate month for the succeeding quarter in order to pay for the meeting venue. My chapter may also have socials and other events that will be at an additional cost.
9. I will read and abide by the **Member Policies Brochure** and the **BNI Code of Ethics**: I will provide the products and services at the prices I quote. I agree to be truthful with BNI members and their referrals. I will give high quality service as I expect others to give me. I will take responsibility for following up promptly on the referrals I receive. I will build goodwill and trust among the members and their referrals. I will be positive and supportive. I agree to maintain ethical standards that are equal to or above that of the rest of my profession.
10. **Positivity-** I shall make only positive contributions to the chapter and fellow members.
11. I recognize that I am getting involved with BNI and agree to follow the system, and be coachable by the director/s.
12. I understand BNI or the chapter may set up processes and/or policies and/or Goals in the chapter's course of operations and all members would be required to follow the same.
13. A joining member should clearly identify and discuss the expectations from BNI and the Chapter.

## Payment / Induction details:

Cheque No. \_\_\_\_\_ Date: \_\_\_\_\_ Bank: \_\_\_\_\_ NEFT No. \_\_\_\_\_

Name: \_\_\_\_\_ Date: \_\_\_\_\_ Sign: \_\_\_\_\_

E-mail: \_\_\_\_\_ Mobile: \_\_\_\_\_ Category: \_\_\_\_\_

Sponsor: \_\_\_\_\_ GSTIN: \_\_\_\_\_

Company Name & Address (in full): \_\_\_\_\_

Induction Date: \_\_\_\_\_ Signature of VP: \_\_\_\_\_