



## Advanced Training Options

To register for an Advanced Training, Leadership Team members please visit [www.bniswonky.com](http://www.bniswonky.com) and click on "request advanced training". Advanced training is included in membership dues, but does require 90% (or more) of Chapter to register and attend.

**Member Success Program:** This 3 hour session teaches members to give outstanding weekly presentations, feature presentations, referrals and conduct profitable 1 to 1s.

Trainers: Brennan Scanlon, Nanette Polito, David Clegg, Laura Lella

**BNI University:** Learn about this exciting NEW tool available to BNI Members. The "school" learning system is what large corporations make available to their employees. BNI members get to take advantage of this e-learning system that covers networking, sales, leadership and more!

Trainers: Shelley Warner, Beverly Richards

**Profitable 1 to 1s:** Are you being social or getting business done? Learn the strategies you need to walk away from each meeting knowing how to pass business to each other.

Trainers: Nanette Polito, David Clegg, Anne Tabor

**BNI Tune Up: White Board Session:** Where are you on your ROI and why?

Trainers: Brennan Scanlon, David Clegg

### **Our Network is Our Most Valuable Asset in Business**

As a business owner, you have all the time in the world. Referrals are pouring through your inbox so quickly you can't even keep up. Wait, am I wrong? Oh! I'm sorry, it's probably just the opposite, right? In this fun advanced training, you'll learn how to network up through the power of LinkedIn, Power Teams, and the Law of Attraction. When you are willing to step out of your comfort zone, magic happens!

Trainer: Ann Tabor

### **Good is the Enemy of Great**

Business can be about something much bigger than ourselves but does your chapter understand the goldmine of personal development that is available to them through the world's largest networking system? Discover methods to create a growth mindset for your chapter all while learning *and* having fun. The focus of this training is shifting to a positive attitude by identifying this roadblock to success - "I HIT WIDWAL" Intrigued? You'll totally relate to this common pitfall in business development.

Trainer: Ann Tabor

**Power of One Training:** What would your Chapter look like if each member brought a referral, 1-2-1, and CEU weekly and a guest monthly? This training teaches members exactly what to do between meetings to maximize giving and gaining.

Trainers: Brennan Scanlon, David Clegg, Anne Tabor



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**BNI Connect Basics:** Learn how to navigate the website so people can find all of your information. Use it to send referrals, track business received, and thank others for closed business.

Trainers: Beverly Richards, Shelley Warner

**Language of Inviting:** All too often, we speak to the features of membership and not the benefits. Truth is, no one is interested in BNI. They are interested in what they can achieve in BNI. In this workshop, participants will learn to use the language that will attract a regular flow of visitors to your Chapter.

Trainer: Brennan Scanlon

**Who’s in Your Room:** Imagine that your entire life were to take place in one room, of which you are the doorman or doorwoman. That door only goes one direction...in. Once you let someone into your room, they can never leave. Would you be more selective? This workshop will help you to determine how to let only the right people into your room.

Trainer: Anne Tabor

**Power Up Your Power Teams:** Do you meet with your contact sphere outside of your weekly meeting? Learn how to work with your power team to increase referrals and share business between the members who share your clients but are not competition.

Trainers: Nanette Polito

**Power Team Open Houses:** Power Team Open Houses are a great way to grow your Chapter, and have fun in the process. This session will teach your Chapter how this one day event can grow your Chapter into areas that will pay your members very well.

Trainers: Michelle Hood

**Referral Funnel:** Does your weekly presentation bring referrals your way? Learn how to use every weekly presentation to bring top notch, quality referrals into your funnel.

Trainers: Nanette Polito

**FUN in the FUNDamentals:** Does your Chapter need to revisit the basics of BNI, but have fun doing it? Imagine cleaning the slate, and starting from scratch. Learn the most basic, yet pivotal items that your Chapter needs to implement before it can grow and prosper.

Trainer: Brennan Scanlon