



BNI Power Hour

Making the Most of Our Membership

The Problem – The 90-Minute Member

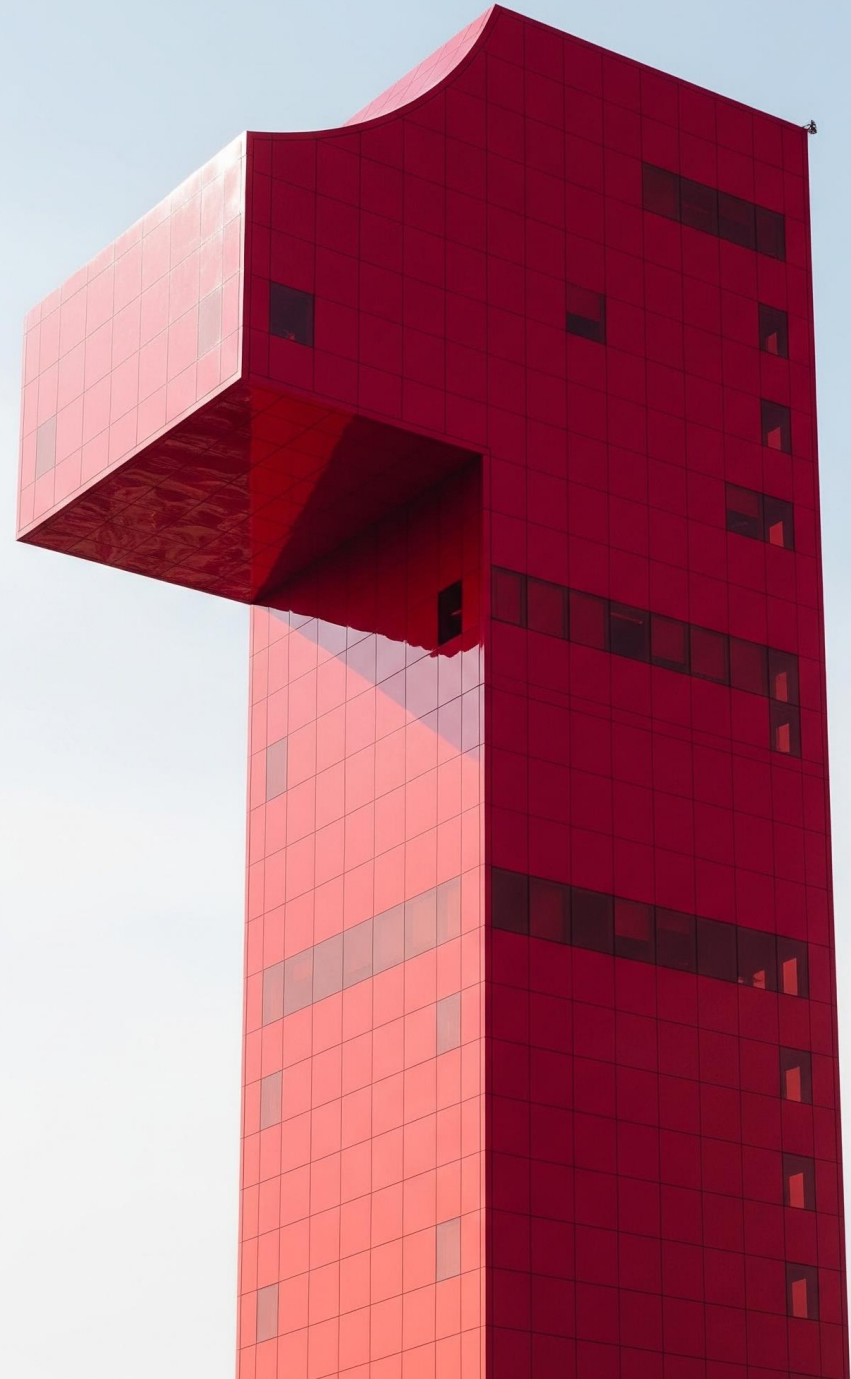
- ✗ Shows up to the weekly meeting and participates...
- ✗ Then forgets about BNI until next week's meeting
- ✗ Monday night panic: no 1-2-1s, no referrals, no testimonials
- ✗ Misses out on weekly contributions and connections



The Solution – The Power of One

- 1 Testimonial shared
- 1 Referral passed
- 1 One-to-One done
- 1 Visitor invited each month

But what if we're too busy for this every week? That's where the **Power Hour** steps in!



What is a Power Hour?



- 🕒 One dedicated hour per week – block it off in your calendar
- 📅 Choose a consistent time – e.g., Friday at 11 am, Wednesday at 3 pm
- 📵 No interruptions – no phone calls, no distractions
- 💡 Focus on growing your BNI engagement and results








First 30 – Follow Up on Referrals

- Review your past 1-2-1 meetings from the last few weeks
- Check if you've followed through on the referrals you promised
- Call or message your fellow members to confirm connections were made
- Use your Gain Sheet – keep yourself accountable and track progress
- Strengthen trust and show your commitment to helping others

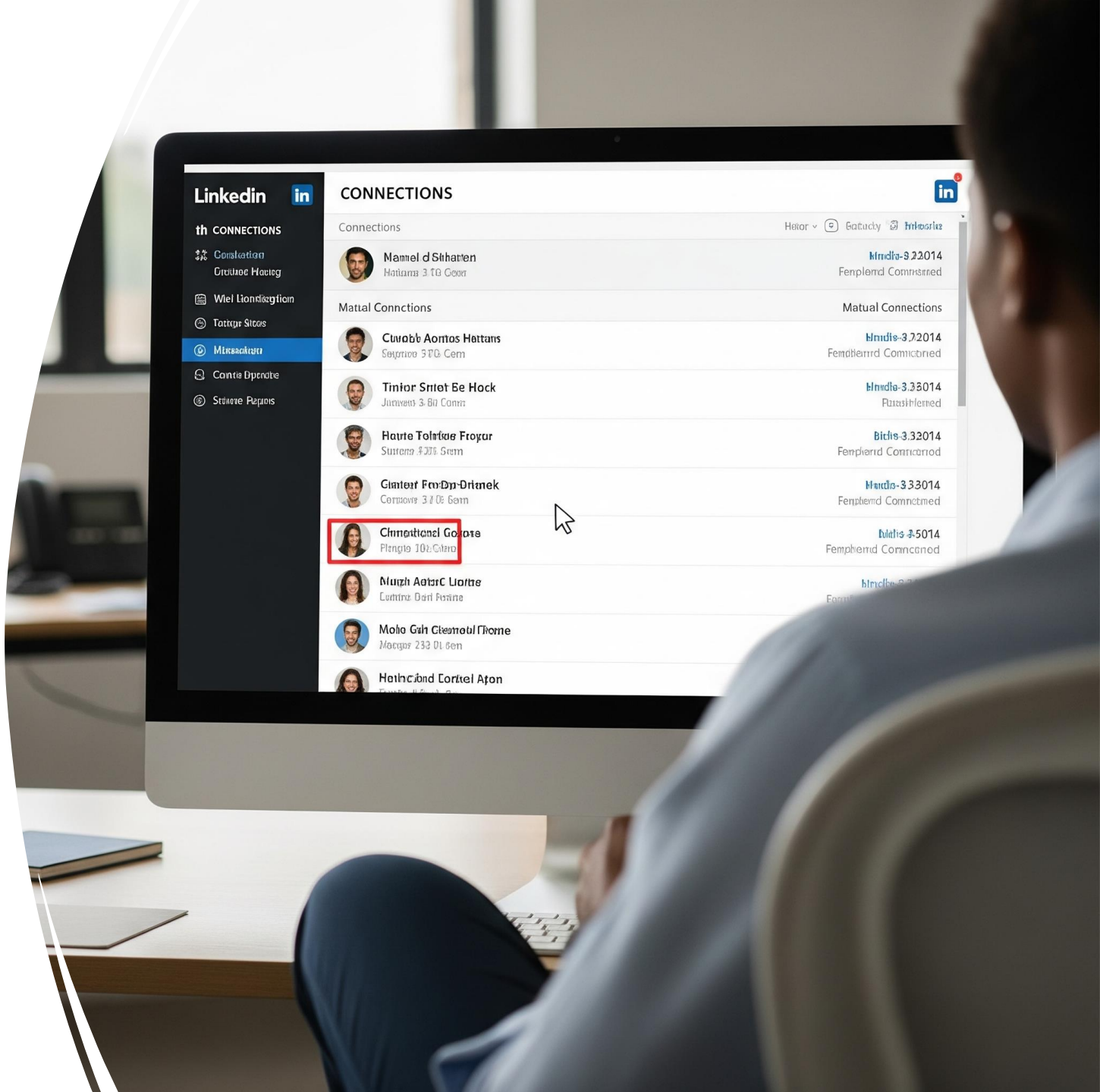


5-10 – Invite Visitors to the Meeting

-  Open your phone contact list – lots of potential visitors there!
-  Reach out with a friendly message or quick phone call
-  Don't overthink – remember, you're offering them an opportunity, not a hard sell
-  Keep it simple: "I'd love for you to join me at a BNI meeting and see what it's all about!"
-  Strengthen your relationships and keep in touch

20-25 – LinkedIn Connections

- Review the names mentioned during this week's meeting
- Search LinkedIn or social media – do you have a connection?
- Talk to your fellow member about how they want to be introduced
- Send a warm introduction that focuses on the other person's needs
- Build your reputation as a connector and deepens your relationships



Why This Matters

- 💡 A stronger chapter where everyone supports each other
- 🤝 Builds your credibility as a trusted connector and business partner
- 🔑 Helps you maximize the true value of your BNI membership
- 🚀 When we help each other, everyone wins!



**Helping others grow is the
best way to grow yourself.**

Happy Networking!