

# **Networking** **Education**

BNI Excellence

# Pass the Message



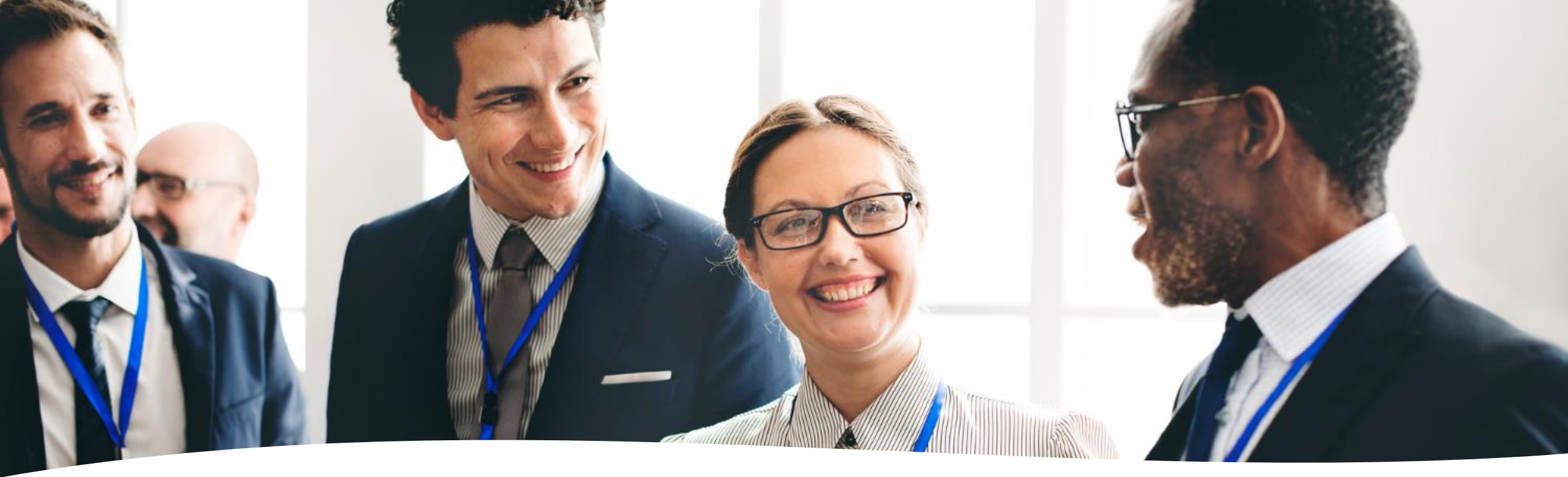
**My New Year's  
resolution is to  
stop drinking...  
after the  
Christmas  
hangover  
wears off!**



# Keep Your Message **Clear**

- **Don't Discuss the nitty gritty of your business:** Don't talk about what we do daily in our business and how we do it.
- **Remember:** We are here to gain referrals





## **3 Ways to keep your message Clear**

- 1. Who do you want to do business with** - who do you want to work with to help grow in the right direction
- 2. How can you help them** - What's the benefit of them talking to you
- 3. How do we introduce you to that person** - what do we have to say to make that introduction



**Thank You**

Happy Networking!