



**BNI NETWORKING SECRETS**

LEARN WHAT THE BEST ALREADY KNOW

TAKE THE FAST TRACK

## **BNI of Western PA – Airport Chapter Feedback on the BNI Networking Secrets CDs Educational Minutes**

The BNI Airport Chapter, which meets in Oakdale, PA, started the Fast Track Program on September 29<sup>th</sup>. Here what members are saying after their experience so far.



Bob Gambone  
Education Coordinator

“All is going well with the Fast Track Program. We have one new member and several prospects. Also we were able to retain two members who had planned on not renewing, but our new education plan changed their minds.

Overall, members are seeing that if they "work" the process, they will see returns.”

Bob Gambone  
Passion, Leadership, Results  
<http://passionleadershipresults.blogspot.com>

“The CDs have been a great refresher, helping me to get back to the basics of networking (it's not selling). It has provided me with the reminder that I am training a sales force, which is the Airport Chapter, to sell 'me' to their friends and colleagues.”

David A Rhoten, CFP®  
Financial Associate  
Thrivent Financial for Lutherans  
Moon Township, PA

“The training is going very well. The CD's have really been a valuable review of the overall BNI Networking format and has helped to reinforce the concept within our chapter.

It has helped us to take a look at areas that we individually and as a group have been lacking as far as networking goes. Overall, it should help us to grow our chapter.”

Bill Kramer  
Sales Representative  
Liberty Mutual Group  
Pittsburgh, PA  
Secretary/Treasurer, BNI Airport Chapter

“As a member of the BNI Airport Chapter for 5 years I think that BNI Networking Secrets CDs and Bob Gambone as our educational coordinator have helped to refocus the members and the chapter to the principals of BNI. This combination is going to be our weekly ‘windsprint’ to success!”

Renee Williamson  
President, Steel City Technologies  
Moon Township, PA



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"The educational series provided by del Fuego and presented to our chapter by our educational coordinator Bob Gambone has certainly caused a shift in my awareness with regards to networking. The components of this series have emphasized the phases that need to be accomplished in order to network effectively and grow our chapter. The information thus far has positively enhanced the morale and energy of our chapter and will ultimately be a key factor in the success of each members business through effective networking."

Leslie Burns, DC  
Robinson Chiropractic  
[www.myrobinsonchiropractic.com](http://www.myrobinsonchiropractic.com)  
Robinson Township, PA  
Vice President, BNI Airport Chapter

"The BNI Networking Secrets CDs are a great tool to educate or re-educate yourself on the proper basic fundamentals of successful networking. The CDs along with Bob Gambone's Educational Moments have been a big help in energizing our 9 year old Chapter. "

John Roche  
Rodgers Insurance Group  
Pittsburgh, PA

"As our chapter's Educational Coordinator, Bob Gambone has taken the information from the BNI Networking Secrets CDs that we've listened to and is breaking it down into specific "bite-sized" segments to target our Chapter's growth. He gives us a weekly challenge to apply these tips, therefore encouraging us to incorporate these 'windsprints' throughout our day-to-day business. This has been extremely helpful to me in reestablishing my networking contacts, as I have recently moved to a different company. "

Susan Hovanec  
ATM Laser Products & Services, Inc.  
Pittsburgh, PA  
[www.atmlaser.com](http://www.atmlaser.com)