

What members are saying about *BNI Networking Secrets* for themselves, their BNI Chapter, and their businesses.



So, we're raising the bar in 2009? Sounds great, and I am all for it! Now, how do we do it? For me, the simple answer was to use *The BNI Networking Secrets* CDs.

Who better than to train our people than Ivan Misner?

We now have an effective way of giving each of our new members a fast start and a terrific means of reengineering our existing members. We are seeing GREAT RESULTS! Windsprints? We LOVE 'EM!!

Mark Taylor
BNI Executive Director
BNI Houston East/Southeast Texas



My name is Bertrand McHenry and I am the current president of the powerful Strategic Alliance Chapter of BNI Houston East. I have been in BNI for 7 months and what a difference BNI Networking has meant to me and the chapter!

Like night and day. I have been to MSP and certainly plan to go again. But I listen to the CDs over and over again in my truck. It never fails; I either hear something I needed to hear again to get cemented in my brain or I hear something totally new and I gain a brand new insight into this awesome business building tool that is BNI.

The questions Sara and Flynn ask Ivan, and the conversational tone create the feeling that you are having your conversation directly with Ivan instead of being "talked to." The great thing about listening to Ivan is that it's coming right from the source, so you cannot go wrong! What a great tool. In fact we decided to buy everyone in the chapter a set and gave it to them with the understanding that they would have listened to it, taken a short test on the material, and be awarded the Fast Tracker by a certain date or they would pay the cost of the CD set back to the chapter!

We think it is crucial, to our continued success, excellence and growth, that the ENTIRE chapter has been through the CD set, and we can all be speaking the same language! For those who have already been through the CDs, they have seen their 1:1s increase and their referrals blow through the roof! (referrals given and received). We cannot wait to see what happens in the next 3 - 4 weeks when we have all listened!

EVERY SINGLE member of BNI should own their copy and listen to it often. In fact chapter leadership should at least consider buying a set for every member, at the very least for every new member as part of their initial sign up. Awesome job and thanks so much for all the tools Ivan and the del Fuego Sisters provide!

Bertrand McHenry
Owner - Q.O.L. Elite Bodywrx – A Sports and Orthopedic Physiotherapy Clinic
President of the powerful Strategic Alliance Chapter of BNI Houston East
League City



Having the *BNI Networking Secrets* CDs has really changed how I view networking. It is not selling to you, it is selling through you. I joined the BNI Lone Star Business Connection Chapter in December of 08. It is a small group of 17, but powerful. I wasn't getting any referrals at all and then I listened to the *BNI Networking Secrets* CD. I revamped my 60 second sales manager minute and upped my game on my 10 Minute Presentation with ideas I gathered from the CDs. I think I went to 2 meeting with my new format and the referrals started to come in. I have had to redo all my production goals because I was hitting them with no problem. Having Ivan here on the CDs is like having Jesus read me the Bible. This is truly the BNI Bible. If you haven't listened to them already you should run and get them right now. Your business depends on it.

Lindsey Vaughn
Broker Associate, CHMS
(Certified Home Marketing Specialist)
RE/MAX Clear Creek
281-610-8353 Direct



WOW, was I surprised. *BNI Networking Secrets* helped me land a \$3 million dollar contract. I never thought in my wildest dreams that after only 2 weeks I would get such a large referral."

Customized Real Estate Services, Inc. is a full service LEED AP certified commercial real estate firm. The company has over 28 years experience helping businesses move into the Right Place at the Right Price.

Connie Rankin
Customized Real Estate Services
President and CEO
www.cresrealestate.com



I purchased my own set of *BNI Networking Secrets* a few months back and have not removed them from the CD player in my car since. I listen to them often and get something out of them each time. I really love learning about the VCP process and immediately implemented it into my business. It is amazing and definitely works! I have been using it pretty regularly, increasing my visibility with my clients & chapter members by stopping by to say hello on occasion. By doing this, I received additional business from clients & more referrals from my chapter members!

Thanks for making these CDs available to us.

Melissa Conkling
BeautiControl - In Home & Office Spa Escapes
281.701.9743 - www.beautipage.com/memmite



Networking Secrets is the definitive playbook to get you into BNI game. You and your chapter will score big in referrals by following the techniques put forward by Coach Ivan Misner. Without Networking Secrets you are liable to get shutout or worse yet not even show up for the big game. Taking one for the team never felt so good.

Tim Romero
Golden Triangle Referral Group
Beaumont, TX



I had been in BNI for a year before I had the opportunity to listen to the *BNI Networking Secrets*.. The real eye-openers for me were the description of the VCP Process and the Time Confidence Curve. Learning about the Time Confidence Curve (the more risk involved in your profession, the longer it takes for me to feel comfortable referring you) helps me explain why it takes much longer for some chapter members to get referrals, and thereby makes me a better leader.

Understanding how Visibility, Credibility, and Profitability impact how you should communicate with someone and what you can expect from them has made a big difference in how I view and approach prospects, clients, and referral partners. If I had known this process when I first started my business it would have saved me much time and many headaches due to approaching people in the wrong way and expecting the wrong thing. I have listened to the CDs multiple times and being reminded of the fundamentals again and again helps me stay on track and be more successful, both in my own BNI experience and in leading the chapters I am responsible for.

Sara Pencil Blumenfeld, Customer Keepers, LLC and Send Out Cards
Send Out Cards Independent Distributor
Assistant Director for BNI Houston East - Member of Strategic Alliance Chapter
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I thought I had a pretty good handle on how to network effectively, having enjoyed 3 years of BNI experience and training. After listening to 'Networking Secrets,' I was reminded yet again that we are NEVER done learning! One item that made an immediate impression on me was the realization that I am not at the Profitability stage with many of my customers. I had been applying the concepts of VCP and 1-to-1's to my networking partners, but not to my customers -- my best potential source of referrals! Thank you Ivan and del Fuego for the tremendous education provided in these CDs!"

Ferne Polk
Ind. Mary Kay Beauty Consultant
"Enriching Womens' Lives"
www.marykay.com/fpolk



Even after being in BNI for two years, and being in leadership positions for a majority of that time, ***BNI Networking Secrets adds value and synergies***. The "wind sprints" and "VCP" were the most influential sections for me. Every new and incumbent member will benefit from listening to the CDs.

As president of a BNI chapter, I can clearly see how the CDs will benefit new members and give them a jump start on their education on how to get their networking skills moving along quicker and more efficiently, while at the same time giving reinforcement and tutorial for our existing members! This is worth the time commitment to listen to!

Mike
The Ruskowski/Fisher Group, Merrill Lynch



I would like to thank you for "*BNI Networking Secrets*." It has truly made a huge difference in my understanding of BNI as an organization. I am extremely passionate about martial arts, and hearing directly from Dr. Ivan Misner is like taking lessons from Bruce Lee himself. No watered down version, just the pure essence of what BNI truly is.

BNI Networking Secrets is a road map to success. Dr. Misner vividly describes the paths, bumps, dangerous trails, and short cuts to avoid. Also, he reminds us that the secret to networking is work, focusing on the fundamentals, and doing them flawlessly.

For me, focusing on the fundamentals is something that I do day in and day out in martial arts and it is wonderful to tie these two things together that I am so passionate about.

Throughout my 3 years with BNI, I have been fortunate to give in the range of 350 plus referrals. I believe that "*BNI Networking Secrets*" set has given me a way to super charge my giving with techniques and tools that will help me work smarter and more efficiently, leveraging relationships to distinguish myself among my friend, clients, customers and chapter members as a hub for referrals.

Jim Butcher

Commercial Real Estate Broker, Commercial Mortgage Consultant, Texas United Fund Certified, HUD certified, AHWD, ABR, ABRM, ASR, GRI, TRC, E-pro, Sterling R, Quadrennial Realtor
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The largest accomplishment for me with *BNI Networking Secrets* is the fact that when all members in a group participate in listening to the same information, it reminds and reunites the members in their goal to help each other. It also allows all of us to focus our efforts in a united and like-minded effort to achieve that goal.

Stephanie Sonnier

Southeast Texas Networkers BNI
Complete Staffing LLC



I joined BNI 2 years ago. I really wish I had the "Networking Secrets" at that time. I think new members need a little something extra to get them over the first few weeks. Like how to give a referral, how to do your SMM (sales manager minute), etc. I remember when I had my "Aha" moment...it was during a meeting about 4 months after I joined. I had been to training, but I was still struggling with the whole networking thing. As I listened to "Networking Secrets," I remembered my "moment" and realized that things would have been a lot better for me if I had the CDs when I first started. After listening to the CDs, my referrals have increased. I feel much more comfortable inviting guests. My business has increased as a result of my visibility. Every time I listen, I pick something up!

Thanks!

Jan Lybarger

Owner, Main Street Graphix

President, BNI Friendswood Power Partners



Hi my name is Landon Lavigne. My company name is Cornerstone Granite LTD. Got Granite? Get ya some!

Dr. Ivan Misner's CDs reinforced what it takes to be successful not only in BNI but in my daily business! I will never forget the "Wind Sprints" about daily reinforcing the core fundamentals of business networking to produce Visibility, Credibility, & Profitability. If you want to be the best in your profession get *BNI Networking Secrets*. It's Dr. Ivan Misner teaching you! See you at the top!

Landon Lavigne
Cornerstone Granite LTD
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BNI Networking Secrets is wonderful! I have seen the group dynamic in our chapter increase even more...resulting in more referrals for everyone. Thank You!

Grace Pazmino, Realtor ERA Team Realtors.
BNI Golden Triangle, Beaumont, Texas
gracepazmino@gmil.com



Wow! I wish I would have had a copy of *BNI Networking Secrets* as a new member. I joined BNI because I was looking for an alternative to "warm chattering," the direct sales rep's version of cold calls. I have been successful in making contacts with the local business community but never understood why my network was a mile wide and two inches deep.

Hearing Dr. Misner explain the VCP process and how it works was an "aha" moment for me. In addition to analyzing my visibility, creditability, and profitability relationships with my clients, I have been able to use this concept as a tool to develop relationships with my chapter members and the members of the BNI Houston East chapters that I support. The CDs reinforce the fundamentals of BNI in a simple and entertaining format.

How cool to have on-the-go coaching from the founder of BNI as often as you want or need!"

Kathryn Sanford
Independent Beauty Consultant, Mary Kay
Strategic Alliance chapter, charter member
BNI member for 3 years
Assistant Director, BNI Houston East



As a residential REALTOR® for some 15 years now, I have attended many conventions and listened to many training audios. The BNI experience exceeds all others. This is truly a one of a kind organization that really maximizes the referral system! *BNI Networking Secrets* takes you back to the basic principles of sales/marketing but then takes it a step further with the VCP process.

I am the VP of the SETX Networkers and I can affirm that after listening to the CDs, our chapter now really "gets it." This is evidenced in the huge increase in number of referrals that we are seeing each week since the CDs were introduced. Thanks Again for the CDs and the entire BNI experience!

Dana Archibald, ABR, CRS, GRI, ePro
REALTOR® - RE/MAX Hall of Fame and 100% Club
RE/MAX – Beaumont



Dear Friends,

I enjoyed *BNI Networking Secrets* very much. Some points, such as establishing a relationship with your potential customers, are part of our training as Mary Kay Independent Beauty Consultants. Your connection with your customers must be meaningful and genuine. The point that has made a difference for me is knowing where I am in the VCP Process with my customers in my data base. As a result, I am in the process of analyzing each of my customers along with my team members now. It will be very interesting to see where I am in this process and be of even better service to my customers and team.

Thanks - Dolly
Dolly Schroeder
Mary Kay Future Sales Director
281-535- LIPS (5477)
www.marykay.com/dollyschroeder
Pink is not only a color it is a lifestyle!



One of the most important nuggets of knowledge I received from the CDs is the idea that if I'm not getting the referrals I want, it's because *I* haven't educated my sales team enough. This is crucial in the Visibility stage of the VCP process discussed throughout the CD. In order to become Visible to my referral partners, not only do I have to be at the meetings, do 1:1s, etc, but I my business and the referrals I am looking for have to be crystal clear to my "sales team."

I believe that understanding the process involved in the Visibility stage is the single most important determinant in whether or not a member will have success in BNI. These CDs help new and seasoned BNI members get to the Visibility stage quicker, allowing them to get to the Credibility and Profitability stages and get the referrals they want to grow their business!

Lori LeBlanc-The HOPE Coach - Helping Others Pursue Excellence
Business Alignment Coaching, Inc.
thehopecoach@gmail.com / www.lorileblanc.com



If only these CDs been available when I first started with BNI!! WOW. When I listened, it all came into focus – crystal clear – as to why there is a BNI. The traditional method of marketing is old and outdated. To build strong and lasting relationships is HUGE!!! To know that when I give a referral, I know in my heart that my customers or friends will receive the finest service available is something I cherish.

My hat goes off to "The Godfather of Networking," Dr. Ivan Misner!!

Ralph Nicosia
President
BNI- The Referral Connection
League City, Texas

Member Testimonials from BNI Houston East / Southeast Texas



The networking secrets CDs have provided me with the keys to everyone's house! All chapters should promote the set, not just to new members but seasoned ones as well. Hearing and seeing Ivan live was great. Thanks for the time to make this happen.

Kelly Broussard

Quiet Zone Auto Care, where you get what you need and nothing more.
Southeast Texas Networkers Chapter
Beaumont, Texas



As a financial advisor, receiving referrals requires tremendous trust from members in my group. Listening to *BNI Networking Secrets* was reassuring because I learned that such difficulty is to be expected and to be planned for. I also learned to create for myself a "where do I stand?" list. This helps me understand where on the V-C-P spectrum I'm currently at with each member in my chapter. This has helped tremendously because I focus specifically in my one-on-one in a unique way with each member, hopefully moving to the "P" part of the process soon.

Brian Truscott

The Referral Connection, League City, TX
Financial Advisor – Merrill Lynch
Global Wealth Management



BNI Networking Secrets has flat out lit a fire under these Hound Dawgs Big Ask Muscles. The Golden Triangle Referral Group continues to improve every week thanks to the commitment our chapter made to see that every member has the CD set, listens and acts on what they learn.

I was an original pre-core member since May '08 that experienced moderate success in BNI until 2009 when the del Fuego team came to speak to our group about *BNI Networking Secrets* and challenged our team to buy in. Since that time, I really get it now. Givers really do gain and Ivan guides you through the whole process, the history, the ups and downs, the things that worked as well as what didn't. The referrals in our chapter are going through the roof and I am as busy as I can be. We all want to get to the next level and *BNI Networking Secrets* can get you there - guaranteed.

Tommy Patrizi, FPC

TimePlus Payroll
Vice President
Golden Triangle Referral Group
"Hound Dawgs With Big Ask Muscles"



BNI has not only brought me business it has taught me how to get business. On the CDs Ivan speaks about selling and networking and knowing the difference. It's the hardest lesson to learn. I don't know how many times I have started a conversation with selling in mind first. Guess what happens? They walk away or smile politely and cross you off their list. Starting with how can I help you? What are your needs? What do you do? Who are your best clients etc.

It's everything BNI represents. He also talks about the fundamentals. The worst sales person in the world can out-sell anyone by just performing the basics. What I have learned is that the more you help others the more successful you will be.

James Jackson

Mortgage Banker, Beaumont, Texas



As a Marketing and Business Development officer of 23 years, I work diligently to insure that my credit union has opportunities for professional and personal development and growth. As part of this quest, I joined BNI and utilize the Professional Skills, Knowledge, and Credibility of my fellow sales team to “Step Up My Success” by referrals.

When I joined I was taught all about how BNI works, how to provide my 60 sec sales minute so that others know how to refer my business and my obligation to others as I receive and give referrals. So with that said, I was skeptical about what the CDs could provide me that I hadn't already learned from being in BNI for some time.

What I found was that the CDs are motivating, challenging, and provide insightful training on a variety of topics, which include organizational development, team building, and presentation skills not to mention Visibility, Creditability, and Profitability. Thank you Dr. Mizner for keeping us on target and giving BNI members the necessary tools for Success!

Dawn Fournier
Business Development Officer
Neches Federal Credit Union
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409 749-6319
Family. Friends. Community.



BNI was exactly the type of business referral network I was looking for without knowing it. It is all about business and helping others get what they want. Bread on the water.

I knew recently that BNI was working for me when a client called and asked if I knew someone that they needed because every time they needed someone I seemed to be able to refer them to a reliable business.

BNI Networking Secrets CDs are very powerful because they taught me things about successful networking that we probably discussed in our training when we were starting up the first chapter in our area and in MSP 2.0, but that I had not become aware of at the top of the mind. The real eye opener was VCP, and where I am, not only in my chapter, but more importantly with my clients.

I recently received a referral for a whole house air purification system for an individual with bad allergies. I met with the referral and explained the benefits of and how my product worked. I then set up to do an air analysis and return with the results. When I returned to deliver the report and answer his questions the customer said several of his friends said he should call and talk with several companies and get pricing, but he said he trusted me because he had been referred by someone he trusted who told him about my money back guarantee and testimonials they had heard. What more could you ask for in a referral? No selling required.

These CDs can be listened to numerous times to get more and more out of them, and they let you start changing you behavior to be more successful n business and your BNI chapter

G. Andrew Smith
Aire Serv of Southeast Texas
“Your Comfort Company” for total indoor air comfort

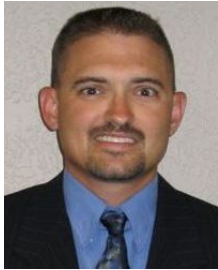


How can people not get excited when listening to Ivan Miser? He creatively delivers a powerful message that captivates me. I take that motivation, combine it with BNI techniques, and get what every business person is looking for - more business. So, to me, Dr. Misner is not just another motivational speaker. His words, coupled with BNI members, lead me directly to additional business. I know every member in our chapter has listened to BNI Secrets because our referrals have increased by more than 50%. Members are also understanding the process of BNI more clearly. (It's not just about handing out business cards).

I strongly recommend *BNI Networking Secrets* to anyone wanting to increase their business. Of course, you have to commit yourself. I don't know anyone successful that didn't work hard to get there, do you?

Sincerely,
Melinda McNeely, District Manager
Kelly Services, Inc.
Beaumont, Texas 77706
mcneemk@kellyservices.com

President
BNI-Golden Triangle Referral Group
Beaumont, Texas



I am the President and Founder of FIDELiS Commercial Real Estate Services in Beaumont, Texas. I am also the current president of the Southeast Texas Networkers chapter of BNI in Beaumont. I have been involved in BNI for about 1 ½ years now and I am a core member of our chapter. Our chapter is the first chapter in the Beaumont-Port Arthur MSA.

Our chapter bought the CD set as an entire chapter. We then listened to them and discussed as a group. Our education Coordinator included them in our educational time for many weeks to ensure all members listened and were on the same page.

From the President's perspective, this was the best thing that has happened to our chapter as it energized every single member. They loved hearing this stuff from Ivan himself. Our referral numbers doubled and have yet to plateau. Our visitors have risen sharply and the energy created in our meetings is electric. All of this can be attributed to the CDs as they have refocused every member and brought new members up to speed with veterans.

To me, any chapter that does not incorporate these CDs into their new member packets and get veteran members to listen is at a huge disadvantage. These CDs will jumpstart your chapter and make even the saltiest of members remember why they got into BNI. On a personal level these CDs help me refocus my efforts and get back to the basics. What a difference it has made. The referrals are rolling in again. Last year BNI was 40% of my business, with the CDs this year it has been 60% thus far. Those numbers speak for themselves. GET THE CDs!!! You will not regret it!

Lee Y. Wheeler III, CCIM – President Fidelis Commercial Real Estate Services
2660 Sweetgum, Beaumont, TX. 77703
www.setxcommercialproperty.com



I strongly recommend that every member of a chapter purchase AND listen to these CDs. The results we've seen in chapters with 100% participation are measurable and impressive.

Wayne Reeh
Assistant Director
BNI Houston East/SE Texas



Ivan and Sara and Flynn – I keep your CDs in my car and have listened to them several times. My favorite is the 3rd CD! I have been in BNI for nearly a year and really thought I already understood it all. The 3rd CD especially is a huge light bulb moment in itself. My most important take away from the CD is about building my contact spheres. The CDs forced me to sit down and spend some time thinking of new ways to approach new people that I hope to network with. I had a one-to-one with a member in another chapter in a completely unrelated field the week after I heard the CDs, and it was the BEST 121 I have had to date! We both left with three people or businesses we would be contacting for the other person, and have since followed up with each other. We are committed to helping one another, and I contribute much of this new commitment to what I learned in *BNI Networking Secrets*.

My chapter is now 100% bought in, and we are excited about the changes and growth potential. This set is not just for new members of BNI. To be a leader in any field, we must continuously improve, and I would recommend these CDs to any person who seeks to improve their business to another level. Like Ivan says at the end of the series, "Teamwork divides the effort and multiplies the effect." Thank you for sharing this knowledge with me!

Selena Denbow
Veritrans Merchant Services
s.denbow@veritransllc.com



My name is David Thornhill, President of SBS Southwest Building Systems located in Silsbee Texas. I hold the Security Systems chair in our chapter. My profession is encourager and team leader for SBS. Our team provides life safety, security, sight, and sound low voltage systems solutions to our customers. I have been a member since 3/3/2009.

This was my first time to hear Dr. Ivan Misner and even before I listened to the introduction CD because I was introduced to the group after the video conference. So this was a special treat for me to hear about the organization from the founder himself right off the bat. I know when you feel something is valuable and important you will spend time and expend energy and pour your talents and abilities into it. The proof that Dr. Misner feels that BNI is important is evident in the amount of time he spends with the people, materials and speaking engagements for the organization. We appreciated him spending time with us.

Dr. Misner speaking to the TX BNI Southeast Texas Chapter placed a level of excellence on what we desire to achieve and as a chapter, encouragement to strive to meet the expectations of the organization and seeing his enthusiasm for the chapters around the world was really neat.

I recommend it to others and have brought visitors already because I see value in givers gain and the morals and ethics that it constitutes. I enjoy the accountability aspect and desire others to seek improvements in their companies. I see that the structure of this entire application is for success and improvements to self and to the entire company base of a persons company.

Thank you.

David Thornhill
President of SBS Southwest Building Systems
dthornhill@southwestbldgsystems.com.



Hi I'm David Boone with Referral Connection BNI Houston East. I own Solar-Tech Mechanical Systems and have been in business for 20 years I think *BNI Networking Secrets* would be a great introduction tool for all new members. It stresses the importance of the basics (the BNI rules) and also that building relationships and trust takes time (VCP). One of the things I liked best and will be implementing myself is so simple was the letter Dr. Ivan sent out every couple of months stating that he had a list of reputable professions that he would like to recommend.

David Boone
Solar-Tech Mechanical Systems
david@solartechm.com



The initial attractant to most BNI newcomers is the opportunity to "sell" and pass out cards. The CDs helped me understand the real value of BNI is in the cultivation of relationships. I learned the "VCP" stages are simply stages in the relationships I form through BNI. By recognizing the VCP process, I am able to develop not only true friendships but I am able to profit through those relationships as I help them profit also. This is fantastic! Why didn't I think of this?

John Thompson
Advantage Factor, LLC
Lumberton, Texas
(409) 755-2274



Being able to hear what Ivan, himself, has to say is not only educational but an inspiration. He is genuine and sincere in the key points that he wants to pass on and leaves you feeling that "you can do this!".

It has made a difference personally because I have that "go get 'em" attitude and am now excited to get out and talk to others about my business. I feel it has helped tremendously in our chapter because we are helping each other gain business almost twice as much as before! The CDs speak for themselves!

I would recommend this to others because it is easy. All you have to do is listen, and you soak it all in without even knowing. It is the easiest way to uplift yourself and your business. Most important to me was to look at that big tree you want to climb. The first and most important limb is visibility, the second is credibility, and the third is profitability. And before you know it, you have reached the top of that goal!

What I learned from the CDs that will help me improve my referral process is that to gain referrals you must first give. And helping others is always a wonderful feeling. If you want to open your eyes to success and improve not only your business but your attitude and outlook as well, you will need these resources!

Cortney Bradford
Sales
Gulf Coast Recycling, Ltd.
A Waste Management Recycle America Company
Beaumont, TX 77701



I became a BNI member in my 2nd year of business, and WOW what a difference BNI makes! My weekly BNI meeting is the most important meeting of my week and I am always excited and hungry for more BNI knowledge. Not only has it taught me to be a better networker but also a better business professional/owner. My book of business has almost doubled in one year. In just one itty bitty year! That's Amazing! I have not only made some outstanding business contacts but also some amazing new friends...aka My BNI Family!

I love the *BNI Networking Secrets* CDs. I spend a lot of time in my car during business hours, and these CDs keep me informed and charged throughout my day. I have learned a lot about the importance of sticking with the fundamentals and the importance of V.C.P. When others ask "How did you do it, Kari?", I proudly tell them BNI, and always refer them to this CD set and invite them to our meeting. Whether they choose to join BNI or not these CDs are a must in anyone's collection that is looking to not only better themselves but also their business.

My chapter (Business Exchange) members have shared how much the CDs have inspired them to be better BNI members and I am watching them be recharged with the BNI spirit! What a great honor it was to have Dr. Misner do a web cast for our chapters here in Southeast Texas. It was great to see that even in his busy schedule he has time to sit down and answer our questions and spend time sharing his knowledge and experiences with us. I also had the pleasure of hearing Dr. Misner speak on the CNN radio interview. It was very inspiring and uplifting!

I am a true believer in BNI and have much more to learn and many more ways to give to others! I proudly live and implement our motto "Givers Gain" every single day!

Kari Angelle, Angelle Insurance Agency – Agent/Owner
Vice President – BNI Business Exchange



My name is Richard Bryan and I am fortunate to have the Financial Planner chair in the SET/ Networkers, THE Beaumont chapter. I have been a member since October ,2008 (post Hurricane IKE). After struggling through a rebuilding period for most of the membership for a couple of months, our chapter, with the guidance from the Leadership Team, has blossomed into one of the most successful BNI chapter in the country. We attribute this change to our complete commitment to the *BNI Networking Secrets* CDs.

Being a fairly new member of BNI, the information from the CDs helped me to understand just how everything works by learning the fundamentals, and continuing to enhance my skills of networking. The basic concepts of VCP simplify the process and educate on how to implement the process. The CDs also enlightened me on the time frame that the process will probably take. I understand also that in my chair it is more than likely to take a longer time period to consistently receive referrals.

With that knowledge I also learned the steps I can take to expedite the process by increasing my visibility with the membership through 1-2-1's,(43 -1st/qtr), Power Teams (2), Event Coordinator, and any other capacity available.

One thing I have noticed by being a member of BNI is that by showing up and showing interest that others are more willing to help you .I firmly believe that *BNI Networking Secrets* is a key element to reaching your expectations from being involved in this organization.

Richard Bryan, Financial Planner
BNI SET/ Networkers Chapter



The first time I heard *BNI Networking Secrets*, it confirmed and reinforced lots of things I had learned the hard way while building two successful chapters from scratch. I was most excited about its potential as an educational tool to build chapters. When building a chapter either from a leadership position or as a interested member, you spend a lot of time trying to explain the benefits of following the fundamentals of BNI – sometimes better than others but definitely not with a consistent approach or content. If you can get your members to follow the fundamentals, you can maintain a successful chapter insuring that your members get and receive referrals and that your chapter continues to have visitors so your chapter continues to grow or maintain it's size.

"The Secrets" do a phenomenal job of explaining not only how to play BNI, but also why. It is chock full of statistical data to support its proven approach and step by step instructions to building your business through referrals. In BNI, you hear people say, "they either really get it" or "they don't." If you have all your members "self-train" themselves by listening and re-listening to the CDs, you'll insure your whole chapter "gets it!"

Sue Long Merrill
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After listening to *BNI Networking Secrets*, I realized that although I have been a member of BNI for over two and a half years, I had a LOT of work to do! I felt like I possessed Visibility, Credibility, and Profitability (VCP) within my chapter, but hearing Dr. Misner talk about VCP made me appreciate that gaining VCP required ongoing work. In our chapter we have new members, we have members who have been with us for over two years, we have members that have been around for less than a year; and everything in between. While I have served as President, Vice President, and Visitor's Host – I felt I surely had VCP with all members. Wrong! The VCP process never stops!

These CDs are great for new members and seasoned members as well. They help reinforce BNI fundamentals and provide a great opportunity for new members to hit the door running. Over half of our chapter has entered the "Fast Tracker" status and I believe our referral business will increase exponentially as a result of the knowledge and training available in *BNI Networking Secrets*. If I had only had this series when I was brand new to BNI! I would have avoided fumbled through my first several months not sure what to do or how to do it! I loaned my CD set to one of our newest members and she was just thrilled after listening to them.

I sincerely recommend this CD set to all BNI members. What a great tool to further enhance all of our memberships!

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