

## Outline

*A 3 Month Program to Be Delivered after Every Member in the Chapter Has Their Copy of the Series.*

*Each program is designed to be delivered in 5 minutes.*

**Week 1 – The VCP Process**

**Week 2 – The Time Confidence Curve**

**Week 3 – The GAINS Exchange**

**Week 4 – Givers Gain and Why It Is So Important?**

**Week 5 – The Statistics about WHY We Meet Weekly**

**Week 6 – When Can a Member Expect to Maximize Referrals and Why?**

**Week 7 – What Is a Contact Sphere?**

**Week 8 – Your Sales Manager Minute**

**Week 9 – Target Market – What Is It and What Is Yours?**

**Week 10 – What About the Referrals That Don't Work?**

**Week 11 – Does BNI Want Everyone as a Member?**

**Week 12 – What are the BNI Fundamentals?**

**Week 13 – Inviting Visitors**

