



We get lots of requests for “real” Fast Track implementation results.

What follows, is a presentation that a chapter did and their results! Their results reflect following the process and tying it with goal setting. The outcome is great results for everyone!

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BNI Networking Secrets “Fast Track”

Golden Triangle Referral Group

Hound Dawgs

with

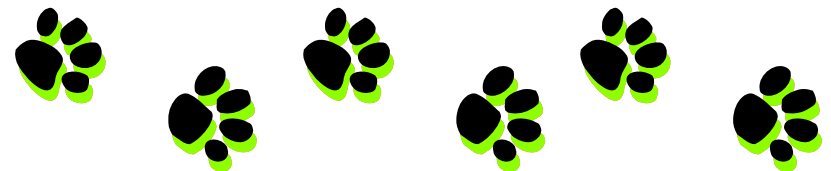
“Big Ask Muscles”

Putting our

PAW PRINTS

on the

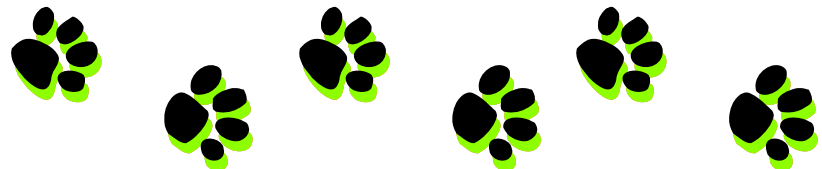
BNI Landscape



Networking Secrets

Keys to Success

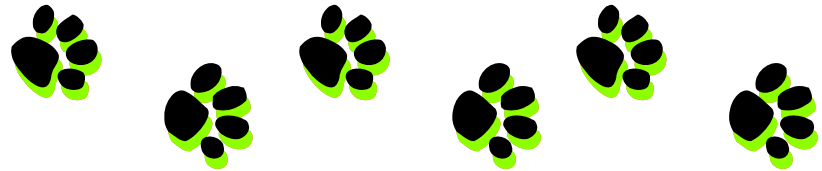
- Evaluate where you are utilizing numbers from PALMS report
 - While overall chapter report cards are valuable, individual member's performance is crucial to overall productivity and accountability
- Agree upon specific, time-framed, realistic goals as it relates to individual performance (i.e. average referrals per week, one to ones, visitors, etc.)
- Share and discuss, the agreed upon objectives, the time frame and/or the method in which the performance will be tracked
- Track performance, discuss performance, and utilize the numbers to motivate the members to the desired outcome. Be sure whatever you agree upon is a "stretch".
 - For example, the GTRG objective was for each member to average a total of 3 referrals per week . While the benchmark numbers show that 11 members were averaging under 1 referral per week and only 5 members were averaging over 2, our objective was 3 per member per week. While it was certainly a "stretch" objective the results speak for themselves (ONLY 1 MEMBER -WHO IS NEW- IS UNDER 1 REFERRAL PER WEEK, AND 13 MEMBERS ARE OVER 2, AND ALL OTHERS ARE AT LEAST AT 1)
 - It is very important to utilize the numbers to work to your benefit (be positive, encourage, motivate). It is key for the leadership team to all be on the same page. There are times throughout the meeting that the same message can be communicated (President, VP report, Education Coordinators time, etc.) Find out what is working and get excited about it. Don't dwell on what is negative, but what is positive. Find solutions not problems.
- Share the information – people get motivated when they understand and/or have knowledge about their task at hand. Everybody wants to know where they stand.
- CELEBRATE YOUR SUCCESS!!!!!!
 - See award celebration from Mark Taylor!



The Results

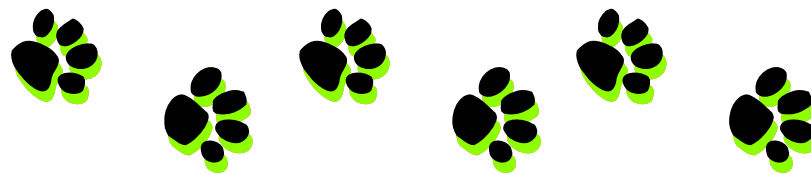
GTRG Performance

- **Group Performance**
 - Benchmark numbers
 - 13 week period beginning 1-6-09 thru 3-31-09
- **GTRG**
 - 562 referrals passed
 - Group Performance
 - 43 average referrals per week
- **Group Performance**
 - Implementation of Networking Secrets
 - 12 week period beginning 4-28-09 thru 7-14-09
- **GTRG**
 - 887 referrals passed
 - Group Performance
 - 74 average referrals per week
 - » 31 more referrals per week than benchmark period
 - 72% increase in a 12 week period
- Note – There are 23 members of the original benchmark group
 - Of those all are now at a minimum of 1 referral per week, 7 members average over 2 referrals per week, 3 average over 3 referrals per week, 1 averages over 4 referrals per week, 2 members average well over 5 referrals per week at 10.5 and 8.58. It is easy to average 74 referrals per week when all members are participating and working towards the same objective – improved productivity.



The Results

Members Performance



Member	BM # of Referrals	BM Avg Referrals	Tracking Period # of Referrals	Tracking Period Avg Referrals	+/- Change	+/- % of Change
(Member Names Removed for Privacy)	4	.36	30	2.5	2.14	594%
	8	1	20	1.6	.6	60%
	9	.9	13	1.08	.18	20%
	6	.46	19	1.58	1.12	243%
	10	.77	13	1.08	.31	40%
	4	.31	16	1.3	.99	319%
	23	1.77	37	3.08	1.31	74%
	15	1.15	14	1.17	.02	2%
	22	1.69	46	3.8	2.11	124%
	32	2.46	126	10.5	8.04	326%
	16	1.23	18	1.5	.27	21%
	18	1.38	21	1.75	.37	26%
	35	2.69	28	2.3	-.39	-14%
	76	5.85	53	4.4	-1.45	-24%
	7	.54	31	2.58	2.04	377%
	13	1	19	1.58	.58	58%
	5	.38	17	1.4	1.02	268%
	16	1.23	33	2.75	1.52	123%
	25	1.92	23	1.9	-.02	-1%
	27	2.08	33	2.75	.67	32%
	12	.92	43	3.58	2.66	289%
	11	.85	34	2.83	1.98	233%
	76	5.85	103	8.58	2.73	46%
	(4-28)			28	2.3	
	(6-2)			9	1.28	
	(6-2)			5	.83	
	(6-2)			16	2.29	