

FAST TRACK - BNI Networking Secrets

Checklist



The Fast Track Process

The Fast Track Process for BNI Networking Secrets is easy and fun. Just follow the checklist and hold on to your seat! You are on the FAST TRACK!

#	✓	Item
1.	<input type="checkbox"/>	Every member purchases a copy of BNI Networking Secrets
2.	<input type="checkbox"/>	The Chapter takes two weeks with each member listening to the CD's
3.	<input type="checkbox"/>	When each member is ready, they take the Fast Track Quiz and get the Fast Track Ribbon when they pass the Quiz.
4.	<input type="checkbox"/>	The chapter establishes goals that they want to achieve over the next 18 weeks - and, members establish a personal goal they want to achieve. Everyone shares goals. The key is to make sure the goals are <u>specific!</u>
5.	<input type="checkbox"/>	The Education Coordinator receives the BNI Networking Secrets curriculum and schedules a quick call with del Fuego to review and receive tips on great ways to facilitate.
6.	<input type="checkbox"/>	For additional support, at any time, the Chapter visits the Fast Track site – where they can get information on what other Chapters are doing, listen to recordings of Fast Track calls and read about Fast Track in SuccessNet - www.delfuego.com/bni
7.	<input type="checkbox"/>	You are ready for 18 weeks of fun education with your CD set being your reinforcement.
8.	<input type="checkbox"/>	Have FUN!

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The **Fast Track Program** is an approved BNI program that is a combination of audio learning and learning through chapter interaction facilitated by the education coordinator. Fast Track is the first chapter program where the entire chapter works together over an 18 week period to focus on the BNI fundamentals.

How is this program different from all the other BNI programs? Many people say, "Well – we've already done a lot of training. What's different about this?"

Three things make this program top performance training for any chapter.

1. The first element deals with team learning. A BNI chapter is a team and every member in the chapter is a team player. When the team learns the exact information about the BNI fundamentals from Dr. Misner, they all know the same information at the same time. The advantage of learning directly as a group from Dr. Misner is the same advantage that pro athletes have from learning from a professional coach on how to do the activities that will make them excel. Teams do best when they train as a team and that is what Fast Track creates.
2. The second key element is goal setting. When any team establishes a goal, it focuses the team on what they can achieve and what they want as a team and as individuals from their BNI membership. Stating and tracking these goals produces a complete team effort toward chapter success and individual success.
3. The third element is the audio CDs – the **BNI Networking Secrets CD series**. And here is some interesting information about working with audio material and why it is such an important element of this program. **Audio training works on the principal of echoic memory.** Studies have shown that people remember more if they *hear* words than if they see them. The mind can understand a spoken word in 140 milliseconds. It takes 180 milliseconds to understand the written word. Plus - pictures and the written word fade away in one second where hearing the word lasts four to five times as long. And when you add the tone of the human voice, the words carry an even more powerful impact than printed words.

Bottom line, the *ear is more powerful than the eye.*

So these three elements generate the sequence for a powerful program for any chapter. Consistent learning about the fundamentals, specific goals and activities, plus the powerful learning available through audio material creates a fun learning environment for the chapter.

For more information go to the Fast Track site – www.delfuego.com/bni