

# The Fast Track Program Fundamentals

## Step-by-Step Chapter Directions

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This is your easy, step-by-step starter kit to get you going.

### Background

If you are not familiar with *BNI Networking Secrets*, it is a 3 hour CD curriculum of the *How To's* about BNI delivered by Dr. Ivan Misner and Tom Fleming. The 3 CDs provide the *basics*, for any BNI member, to better understand and engage in what BNI offers. It's been developed over a two year period and has had great feedback from all listeners, including new and seasoned BNI members.



What's new about all of this is that BNI Networking Secrets has evolved into a full Chapter Program called Fast Track. What's even better is that we have statistics and results from entire chapters that are using the CDs as their team's foundation for audio learning. The results? Chapters are doubling their referrals in sixty days, increasing membership and visitors, and perhaps most importantly, creating a renewed sense of excitement about being a BNI member!

The price for CD set is \$39.95 plus shipping per member and we offer chapter packages so that when a chapter purchases 20 or more, they receive free shipping. The process is as follows.

1. Get the Leadership Team on board and all on the same page. To do that every member of the Leadership Team should do 2 things.
  - a. Get their copy of BNI Networking Secrets and listen to it. This is the best way for the team to all get on the same page about the benefits to being coached by Dr. Misner.
  - b. Visit the Fast Track site – [www.delfuego.com/bni](http://www.delfuego.com/bni) where you can see the results from other chapters that are and have implemented the Fast Track program.
2. Then, once the Leadership team decides – YES, we want to do this – you will want to get some excitement going in the chapter. A good way to do that is show the 6 minute chapter video to the chapter. It can be found at - <http://www.delfuego.com/bni/videos.aspx> and is #3. The video is really important because it gets the chapter excited and shows the value of the program from **members to members**.

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3. Have every member in a chapter obtain their copy of *BNI Networking Secrets*. Members can buy their copy individually or chapters can make the decision to buy copies for the entire chapter. Simply go to your Region's website and click on the *BNI Networking Secrets* cover to obtain the CD.
4. Have every member in the chapter listen to the CDs within 2 weeks. Once a member listens, they take the Fast Track test which takes about 5 minutes – if they have listened!
5. When the member passes the test, they are awarded the Fast Tracker ribbon.
6. Once everyone has listened to the CDs and passed the test, it's time to implement the Educational curriculum. (See curriculum outline at the end of this document)

This is a 13 week curriculum that helps the chapter as well as each member embed the learning from the CDs and continue to energize the chapter to increase referrals and visitors. The curriculum is delivered in the EC 5 minute education moment.

7. Prior to starting the curriculum, the chapter sets a specific goal for the chapter to achieve over the 13 weeks. Examples -
  - a. *Every member gives 2 referrals per week.*
  - b. *Every member will have a one to one with every member in the chapter using the GAINS exchange.*
  - c. *Every member will bring a minimum of 3 visitors during the 13 week curriculum.*
8. Then the chapter tracks the goal. To do this the Vice President gathers the chapter & statistics for the past 13 weeks (recommended) to identify the starting point. Here are the statistics gathered:
  - The number of referrals, per member, given and received.
  - The number of visitors each week.
  - The number of new members.

*NOTE: Another important component, in addition to the chapter goal, is to have each individual in the chapter set a personal goal – more referrals, visitors, one to ones – whatever the individual decides. The reason is because it helps to drive the commitment of each member to achieve the chapter goal – in addition to their goals. Individuals should receive their individual statistics from the VP when he/she gathers the statistics.*

9. The VP reviews this statistics gathered at the meeting when the chapter kicks off the Fast Track curriculum.

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10. Going forward, the VP reports out on the Score Card each week at a chapter level in terms of referrals, visitors, and new members.
11. Once the curriculum is complete, a post-program evaluation should be conducted by the AD and the LT to measure and evaluate success.
12. The director's role is to advise the chapter, receive and analyze status reports and facilitate three 30 minute director presentation for the three visits during the program. The content of each presentation will be in alignment with the EC's content for that day and we have available specific info for this visit on the website!

### **New Members Going Forward**

#### When New Members Join During Fast Track Program

New Members who join after the program starts won't have heard all 13 weeks of the EC curriculum. Since the curriculum is interactive in nature, chapters have found that any "make-up" sessions aren't beneficial. The new members will be joining in when they are inducted and hear the remainder of the program.

#### When New Members Join After Fast Track Program is Complete

Chapters in other regions have had various approaches. Some chapters explain during the member selection process that the new member is to buy the CD set themselves. Some chapters buy the CD for all new members going forward. One chapter has bought the CD set for the member and given them two weeks after joining the chapter to listen and pass the test. If they don't, they ask for reimbursement from the member.

#### Contact Information:

Sara Minnis – [sara@delfuego.com](mailto:sara@delfuego.com) – 512 576 0556

Linda Schumacher - [Linda@delfuego.com](mailto:Linda@delfuego.com) - 412-979-1606

Flynn Nogueira – [flynn@delfuego.com](mailto:flynn@delfuego.com) – 512 576 0556

BNI Members Pages: [www.delfuego.com/bni](http://www.delfuego.com/bni)

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## Education Coordinator's Curriculum Outline

*A 13 week program to be delivered after every member in the chapter has their copy of the CD set. Each program is designed to be delivered in 5 minutes. The outline for each week is provided by del Fuego and a conference call with del Fuego and the Education Coordinator is held prior to beginning the curriculum.*

**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**