



What is the Fast Track Program?

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.

This program has evolved over a two year period and now has a complete turnkey training solution for any BNI chapter whether it's a small chapter wanting to grow, a successful chapter wanting even more success, a new chapter, or even a struggling chapter.

Why would a chapter want to do Fast Track?

We have noticed over the last two years of development, that all chapters that do this program experience significant increase in referrals and booked business, as well as an increase in visitors and members. Consistently, the testimonials from members are that the chapters are refreshed; members have a renewed sense of excitement, one to ones increase, and the BNI process jumps into a new gear for the members.

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?" There are 3 elements to this program that make it a peak performance training for a 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 group establishes a goal, it focuses the group on what they can achieve and what they want as a group and as individuals from their BNI membership. Stating and tracking these goals produces a group effort toward chapter success and individual success.

FAST TRACK - BNI Networking Secrets

Fast Track Program Overview



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 mightier 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.

What is the Fast Track Process?

The process is simple.

1. Everyone purchases their copy of the BNI Networking Secrets CD series.
2. Everyone listens for two weeks to the CDs and then takes an easy Fast Track Quiz.
3. Everyone gets their Fast Track ribbon.
4. The chapter starts the curriculum and continues for 18 weeks.
5. The chapter celebrates!