

## Fast Track Chapter Presentation

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### **KATE MULDER'S PRESENTATION TO CHAPTERS TO INTRODUCE BNI NETWORKING SECRETS AND THE FAST TRACK PROGRAM DESIGNED FOR CHAPTER GROWTH**

The 5 attachments will help you create an exciting Chapter Presentation about WHY the Fast Track Program can really help a chapter on growth. This presentation was created by Kate Mulder of Kentucky so all credit goes to Kentucky!

You will want to “customize” the PowerPoint for your region’s mission statement and chapter numbers. You will also need to add the member’s name for each binder cover.

#### **INSTRUCTIONS**

Never underestimate the old adage, *HOW you start something is always related to HOW well it finishes*. Take your time with this and make it feel special for the best results.

1. Create a binder for each member with their name on it. This is huge. They love it plus you are adding value very simply because it’s important enough to put in a binder.
2. The 1st part of the binder is the PowerPoint presentation. As you go through it, inform your members to turn the page only when you tell them. This keeps them with you.
3. Then, review the testimonials attached and also found in the Fast Track site at: <http://www.delfuego.com/gallery/BNI%20Fast%20Track%20Testimonials.pdf>. Make copies for each member and have them in the binder as well and show them 2 of your favorites. Then be quiet and let them read them. Give them 2-3 minutes.
4. Next, open it up for discussion. Get their buy in and decide how they are going to pay. People can pay individually; the chapter can buy it from their kitty; the chapter and the members can go half and half. The critical element that makes it work is that each member has a copy of their own to use and re-use.
5. Tell them how the program works after they order the CDs.

Once everyone receives their CDs:

- Take two weeks to listen.
- Set a Chapter goal – and make it specific.
- Take the Fast Track test.
- Get the Fast Track ribbon.
- The educational coordinator starts the 13 week curriculum.
- Watch the results.

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6. Then, have each member write a testimonial on how BNI is working for them. (*Template is attached.*) Hole punch it for their binder and ask them to share it with their director, if willing, and let them know you will repeat this step after 3 months, when the curriculum concludes.

### **A SPECIAL NOTE**

In order for this to be most effective, **YOU** have to believe in it yourself. This means you have to listen to the CDs and have your own stories. Make sure each member holds the CD set in their hands (pass it around) and that they have really turned the pages on all of the testimonials and you watch them flip the pages.

Two last things.

1. Give everyone the website to look at [www.delfuego.com/bni](http://www.delfuego.com/bni)
2. And, if you have downloaded any of the video testimonials to your computer, you can also show them.