

FAST TRACK - BNI Networking Secrets

Fast Track Stories



NEW Fast Track Stories!



BNI Champions Chapter, Albuquerque, NM

BNI Champions Road to Fast Track

From Ronda Zaragoza, member Champions, Albuquerque NM & BNI Mountainwest Director

“I was so impressed with the BNI networking Secret CDs that I went back to my chapter in November and asked them to consider buying the CDs and participating in the Fast Track program. Our chapter was at a critical level of 11 members and I was the one passing the most referrals and participating in the most dance cards. By December, no one had purchased the CDs and I was really getting frustrated with the chapter members because of the lack of participation and loyalty to each other. I lost my temper and informed them that if the chapter didn't purchase the CDs and participate in the program, I was going to leave the chapter and move on to another one.

They decided that wasn't a good plan, so they purchased the CDs, passed the test in January, and started the curriculum. We went from a chapter 11, back in January to 23 as of May 1.”

Before Fast Track



After Fast Track





Here is a testimonial from our president:

"If it weren't for Ronda being Ronda and threatening us that she was going to leave the chapter if we didn't do the program; we wouldn't have grown the way we have. Plus listening to the CDs has helped me with my business clients, who, if I hadn't gotten the information on VCP, I would still be at visibility with them instead of credibility and profitability where I am today.

Thank you Dr. Misner and del Fuego for starting this program.

Sincerely,

Leslie Carlton, BNI Champions President, Albuquerque NM"



BNI Coeur d'Alene Metro Chapter, Coeur d'Alene, ID

Here is another story from Carolyn Schultz, President of Coeur d'Alene Metro in Coeur d'Alene, Idaho. [This story is in June's SuccessNet.](#) Here is what happened to this 11 year old chapter when they did the Fast Track program:



- We increased our members from 20 to 33 in 90 days.
- We saw ourselves as successful but had never been able to reach 30 members. We had been stalled for quite some time at around 20 members.



- When we listened to the CDs and started the curriculum we had a WOW factor. We were reminded of everything we weren't doing.
- From September 2009 to February of this year we did \$85,000 in booked business. In March, after we started the Fast Track, we did over \$100,000 in booked business. We did more in one month than in five months.
- PLUS - the excitement and energy is different.
- When we go to meetings now, the energy level is so amazing. We have more fun learning about each other's business. The speaker's eight minute spot is incredible and you can tell they aren't waiting until the night before to prepare. Everyone has stepped up a level with this program.
- Next steps? We are going to go through the program again and raise the bar even higher!



BNI Leading Edge, Kalamazoo, MI

From Asa Davis, Director for the BNI Leading Edge chapter in Kalamazoo, MI, founded in 2003.

[This story was recently featured in a BNI Podcast.](#)

Asa Davis chose Leading Edge for the Fast Track program because he wanted to see if there was something he could do to help the chapter *kick it up a notch*. What happened was a total surprise!



A few months after the chapter started the program, Asa noticed that their referral numbers were DOWN! How could that be? One of the selling points of the program is that referrals go UP!

Then he looked at their closed business and guess what? The chapter nearly doubled their closed business compared to their average for the previous 4 quarters before Fast Track. He wanted to know why.

Here is what the chapter told him:

- The quality of our referrals is definitely better. They are more specific which means each referral now has a greater value.

Fast Track Stories



- The whole chapter has a better understanding of what a quality referral is and how to recognize what members are looking for, which leads to more closed business.
- Fast Track made everyone wake up and realize we need to grow our chapter and we will all be much more successful. We're not passing leads anymore – we are passing the highest quality referrals ever.
- More members are on board now and there is a bigger push for more power teams. There is also a renewed sense of energy and optimism. There is always a sense of burnout when you do the same thing over and over.
- 60 second presentations are better, especially for new members.
- A great reinforcement for MSP.
- This program restarted our energy.



BNI Top Producers Chapter, Murfreesboro, TN

From Kate Mulder, BNI Director, Middle TN.

“BNI Top Producers kicked off in Dec of 2007 and just weren't as successful as they wanted to be – and couldn't really figure out why. As their director I was constantly looking for ways to help them. Thanks to the BNI Networking Secrets CDs and Fast Track, I found the tool that is turning their chapter around.”

From Kimberly Hargrove, Education Coordinator, Serenity Title & Escrow, LLC 615-896-5021:



“Fast Track is working for our chapter. We have increased our membership by more than 43%, our referrals by 41% and our income by more than 140% compared to this time last year. We have just now completed Week 8 and the momentum is just great! Our chapter meetings are exciting and full of energy! We have had visitors from other chapters that visited last year and then visited recently and they have commented about the difference in our chapter now.

I am looking forward to the next 7 weeks and cannot wait to see our stats then! I will keep you posted. In the meantime, if anyone has questions about this program, please do not hesitate to give them my number – I will be more than happy to speak with them”.



Here are the Tangible Results for BNI Top Producers

- When Top Producers started the program, they had 16 members. They have added 7 for an increase of 43.75% and they are only on week 8.
- Last year they passed \$43,127 in closed business. Year to date they've closed \$104,865 for an increase of 143%!
- Last year they passed 249 referrals. Year to date they have passed 351, an increase of 102 referrals or 41%.
- Last year they did 128 121s, not always using the GAINS Exchange. YTD they have 203 121s using the GAINS Exchange - an increase of 59%.

Top Producers have committed to doing the Fast Track program two times a year. WOW! We are on the Fast Track!



BNI Granite City Pace Setters, St. Cloud, MN

From Tim Schmidt, Restoration Professionals,
President, Granite City Pace Setters, St.
Cloud, MN



"The BNI Granite City Pace Setters of Saint Cloud, MN have been taking advantage of these Fast Track CDs. Here are the facts:

I took over Leadership in October 2009 and we had 18 members on our team. Two members chose not to renew, and one other quit. That left us with 15 members. Since then we have listened to the CD's and the group's attitude has done a front flip and our moral is really high. We have grown to 30 members. All of this means these CDs have helped our chapter double in 7 months. New people, new excitement! The Granite City Pace Setters are having fun! Thanks"

