

FAST TRACK Program

BNI Networking Secrets Member Handout Week 1 – VCP Process



Locate This Topic on the CDs: CD #2 / Track 2 and CD #3 / Track 3

V stands for _____

C stands for _____

P stands for _____

The VCP process is _____ of success in BNI.

The VCP process is _____ and it _____.

The VCP process can explain why you aren't _____ and
you think you should and why you aren't giving _____.

The Fundamentals of BNI are:

1. _____
2. _____
3. _____
4. _____

Understanding where you are in the VCP process with every member in our chapter has a big impact on how we communicate with each other and what information we share.

The VCP process can be applied not only to BNI but to your business with your customers and prospects.

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Assignment:

- Decide where you are in the VCP process with each member of our chapter.
- Review CD#2 Track 4 for next week.

Our Chapter Goals:

My Personal Goal:

Where do I stand in the VCP process with each member of my chapter?

Member	V	C	P

