



Turn Down the Heat, Avoid Membership Fires

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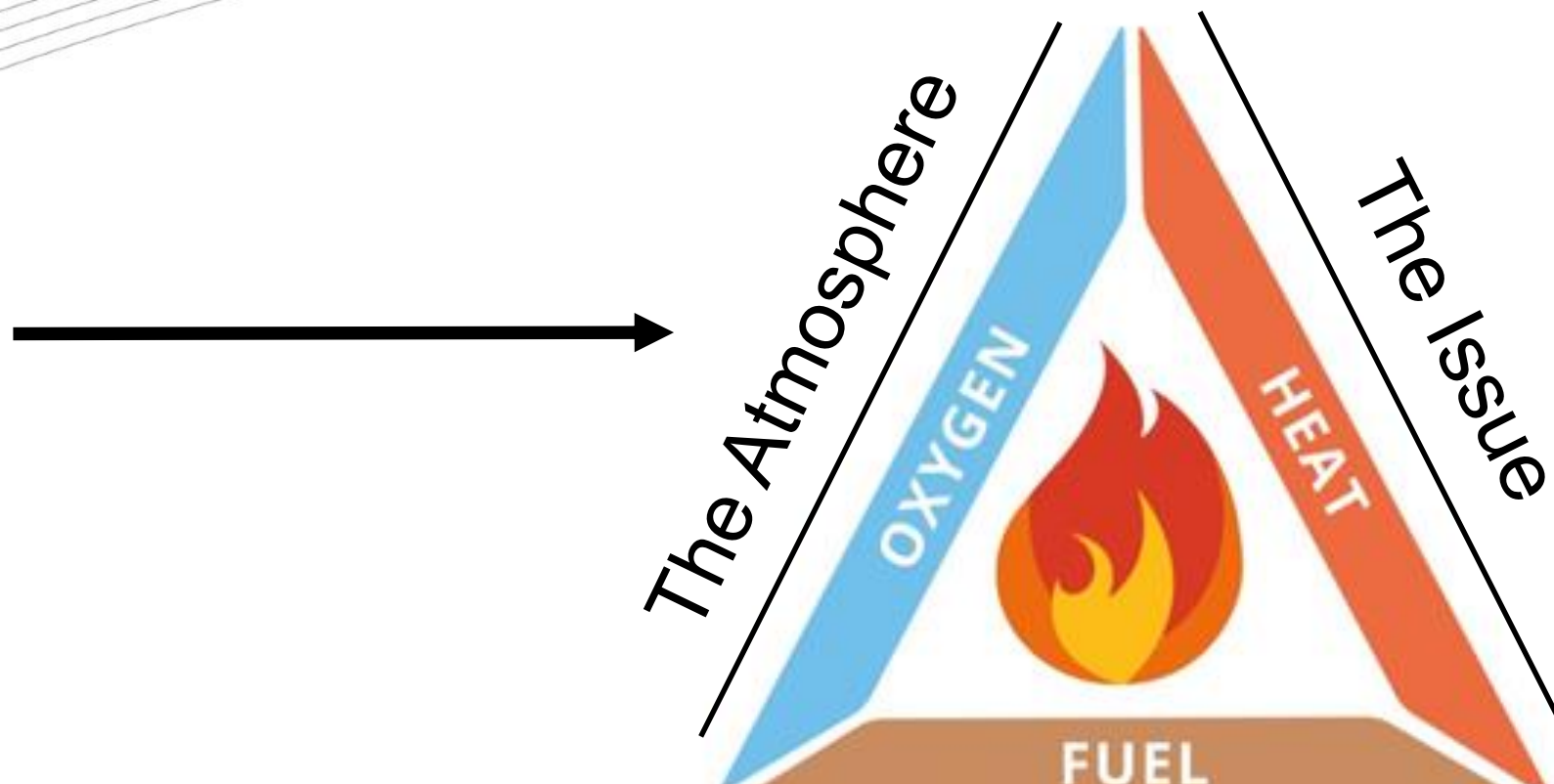
Don't be fooled

These tips are **simple**,
but not always *easy*.

Don't Stress



Just act normal!

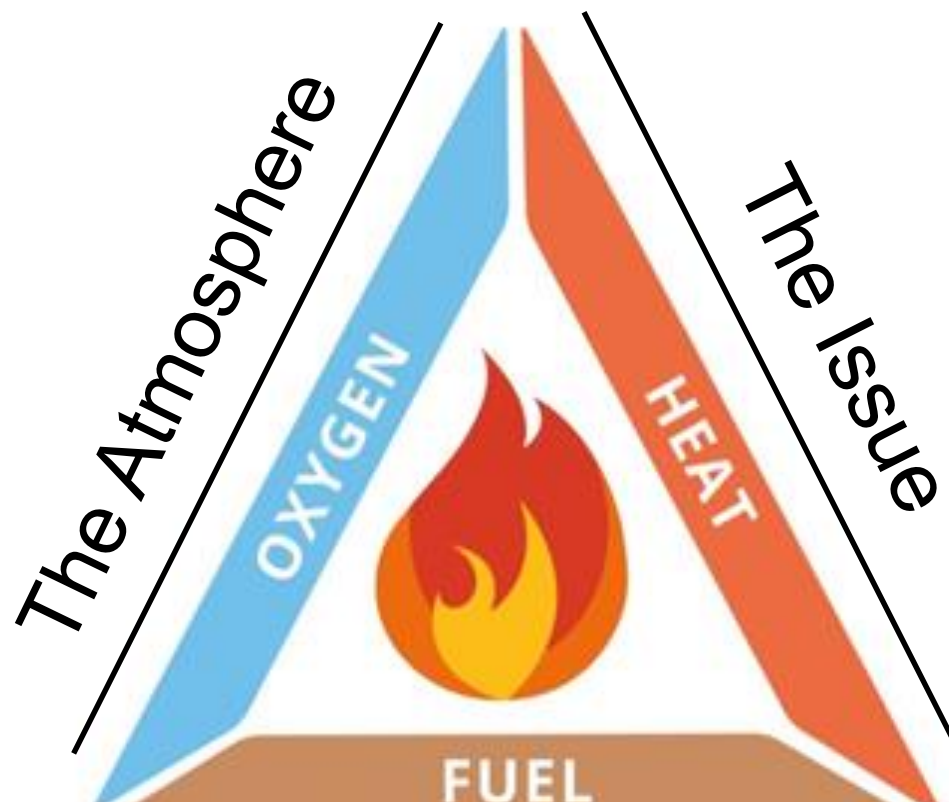


Unhealthy Practices

What is the...

- ...atmosphere in your **Region**?
- ...atmosphere at your **Regional Trainings**?
- ...atmosphere in your **Chapters**?





Unhealthy Practices

Common Issues

- **Category Overlaps** - New applicants, renewal applicants and Membership Committees tightening up categories after several years
- **Disagreements** - With Members, with Regional Staff, with policy enforcement (or lack thereof)

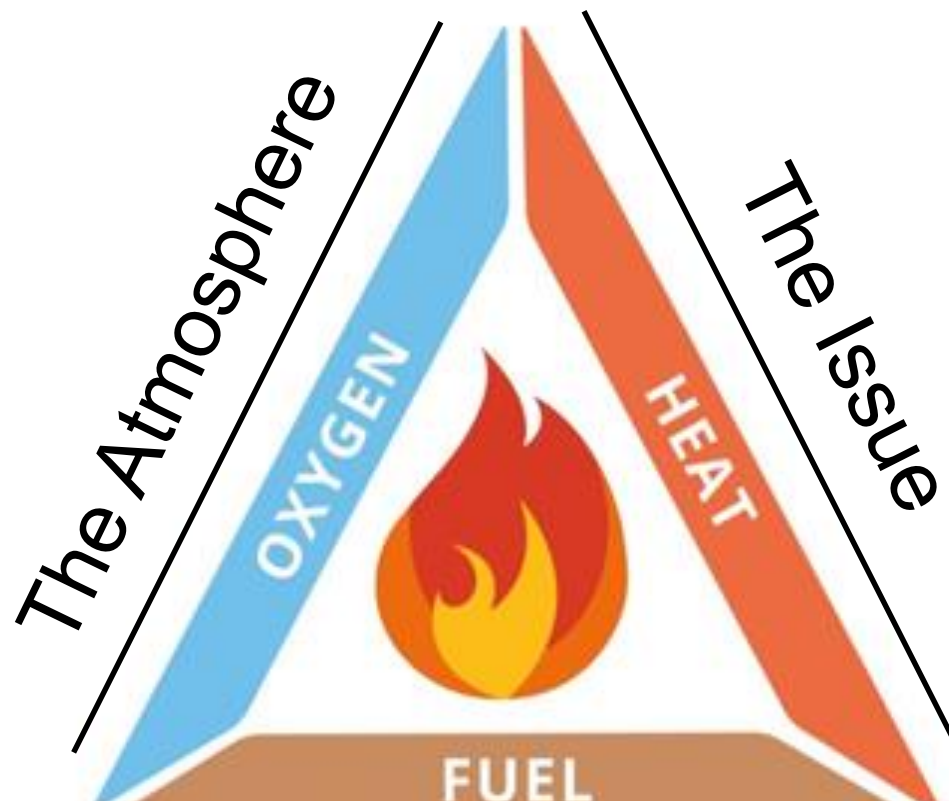
Name a few more issues

Feel **Unsupported**

Feel **Targeted**

Feel **Cheated**

Feel they were
misled or
uninformed about
a policy



Unhealthy Practices



Fuels = *Unhealthy Practices*

Most are a result of the
Membership Committee
Action or lack of action

Teach Membership Committees...



1. **Less is Best!**

2.

3.





- 1.
2. Enforce BNi Policies
3. Consistently

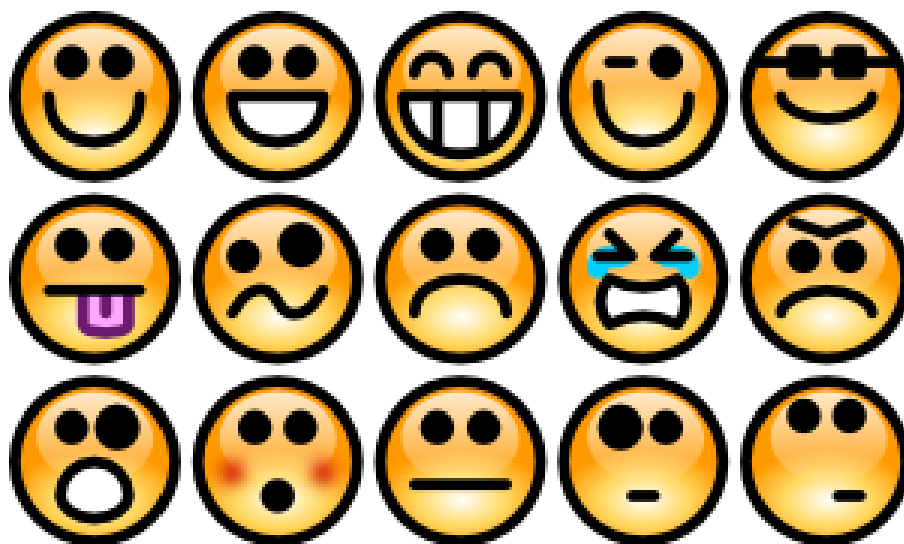


Email is Explosive!

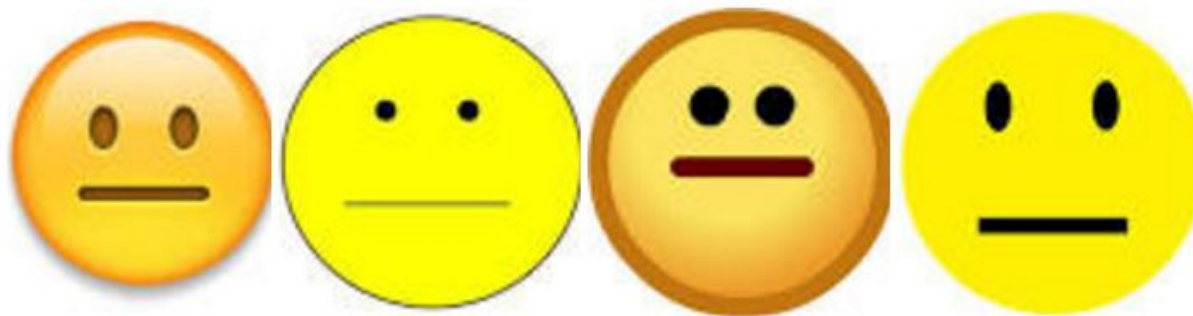


1.
2.
3. Choose a phone,
any phone!

Dealing with people and their feelings can be difficult.



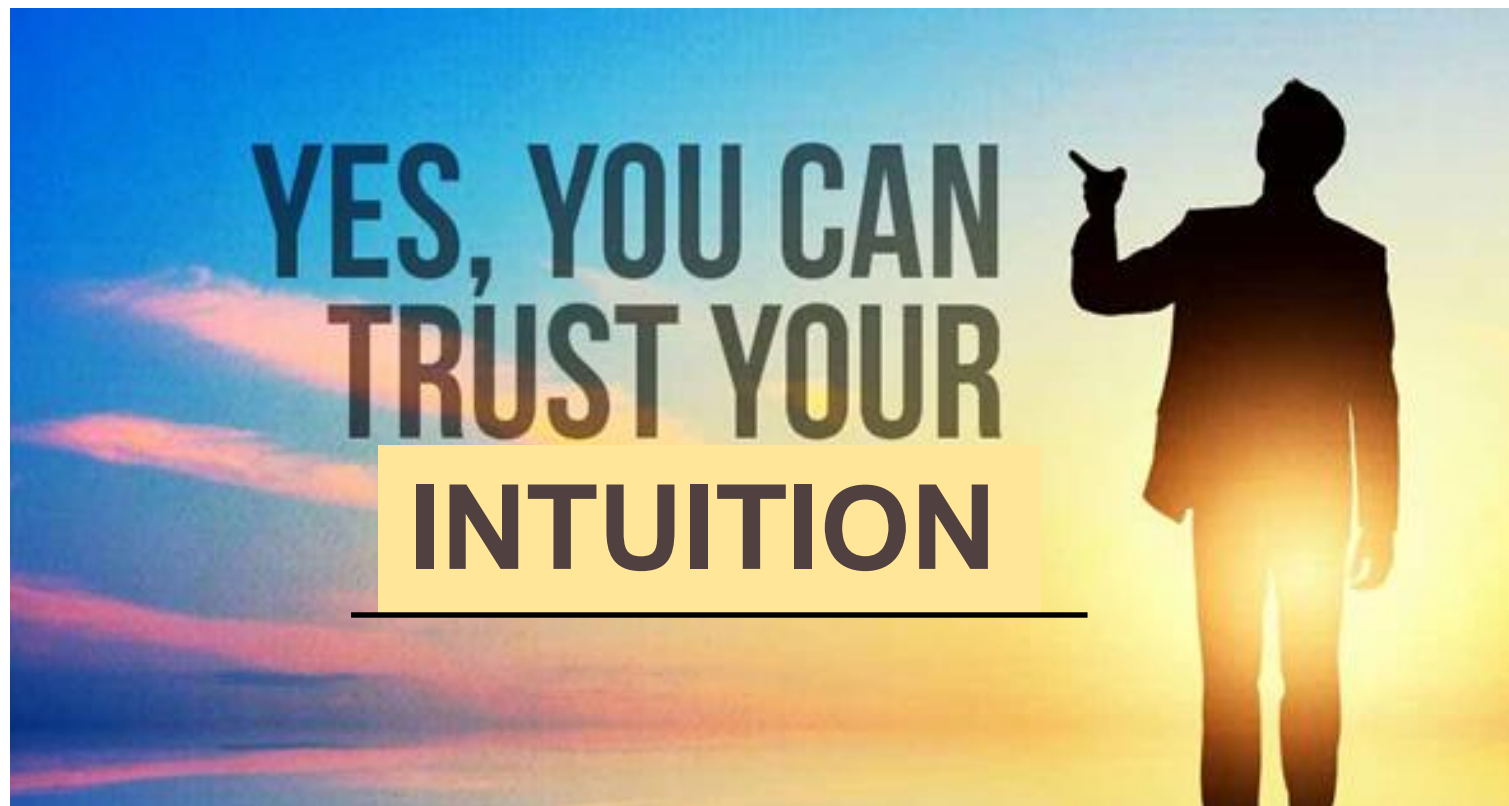
It is much easier if you
remove **your feelings**
from the conversation!





Judgement

Initial
Reaction



Gut
Feeling

Instinct

You Can Prevent Membership Fires

