



What's Your Standard?

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Do Your Chapters Know What Standard They Are Operating At?

**You Cannot Tell Them
They Must Discover It!**

Who Do You Do This Workshop With?

- The Leadership Team
- The Membership Committee

Do not do this workshop with the entire chapter!

What You Need

- Flip chart or white board
- Markers
- PALMS Report for each person

- Explain the importance of having standards for ourselves and our businesses.
- It is important to know where the red line is and always stay above it.

- If BNI® is part of your business, do you know what standard it is working from?
 - Is it above or below the red line?
 - Have you set the standard or have you accepted a standard?
 - Do you know?

So how do you help them discover that?

Step One

Give the PALMS Report to each person

Step Two

Cross off any member whose is less than a one year or six month member

Step Three

On the flip chart, write the following:

A. L. S. R. V. 121. \$

Discovery Session

- Circle the highest absents
- Circle the most lates
- Circle the most substitutes

12

0

21

Discovery Session

- Circle the least RGI + RGO
- Circle the least visitors
- Circle the least One-to-Ones
- Circle the lowest TYFCB

3

0

2

\$2,314

**The Minimum That You Accept is
the Maximum You Can Require**

ASK

How do you feel about your standards?
Would these be acceptable at your company?
Do these drive success?
Are you making excuses for others?
Are you proud of these?

BE SILENT

If you were going to choose two things
to fix that would have the biggest
impact what would they be?

Let them discuss it

Attendance?

If every one was here we would pass
more referrals and earn more \$\$

Visitors?

If there were more people in the room we could get more
members or sell more services and make more \$\$

One-to-Ones?

If everyone were doing better One-to-Ones and more
of them we would pass more referrals and make more \$\$

ASK

Which would you like to start on first?

BE SILENT

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