



Join to Stay

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Join to Stay



Join to Go Away!



A True Story





Visitor Orientation

Application Process

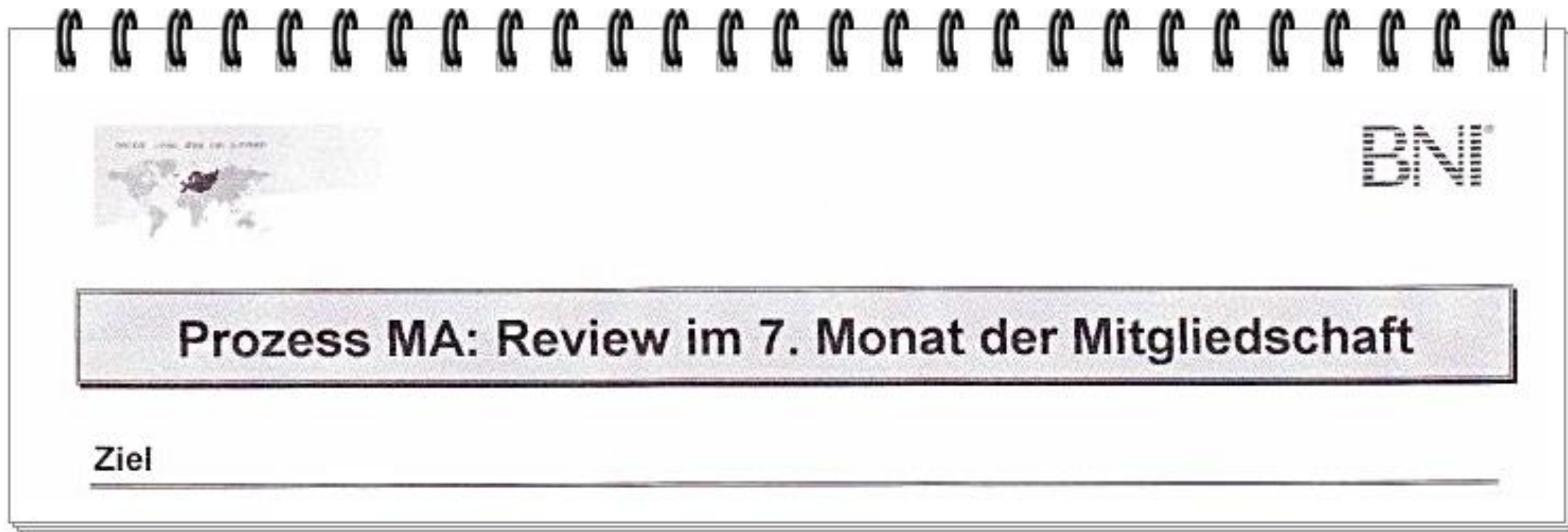
- Interview with applicant
- Review of application by Membership Committee
- Decision by Membership Committee of admittance or refusal
- Informing applicant on decision before the next chapter meeting


Welcome to BNI®

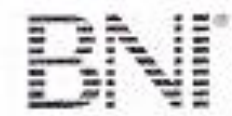
- Welcome new Member to Chapter
 - Item 7 in the Agenda
- New member orientation conducted by chapter Director
 - Item 20 in the Agenda
- Introduce new Member to mentor

And then...?!

Seven Month Review







Prozess MA: Review im 7. Monat der Mitgliedschaft

Ziel

Seven Month Review

Objectives



- Evaluation of Member's development within the Chapter
- Self-evaluation by Member
- Performance rating by Membership Committee
- Assessment of strengths and development potential
- Provide the possibility of corrective changes before membership renewal date
- Terms and conditions for renewal of membership are clarified


Increased renewal rate!

Seven Month Review *Process*



- Name of Member and Chapter
- Required documents:
 - Personal PALMS of past 6 months
 - Member Training Report

A spiral-bound notebook with a silver metal spiral binding on the left. The notebook is open to a page with a white background and a thin grey border. The page contains text in German and the BNI logo. The text is as follows:

Prozess MA: Review im 7. Monat der Mitgliedschaft 

Name des Mitgliedes/Chapter:

Erforderliche Unterlagen:

- Persönlicher PALMS-Bericht der letzten sechs Monate
- Trainingsauswertung

Seven Month Review *Process*



- Comments by the Membership Committee:
 - Strengths
 - Development potential
- Review partner
- Date of review

A graphic of a spiral-bound notebook is positioned on the right side of the slide. The notebook is open to a page with a white background and a spiral binding on the left. The page contains text in German and two columns of dotted lines for writing.

Kommentare des Mitgliederausschusses:

✓ Anerkennungsbereiche:

✗ Verbesserungsbereiche:

Gesprächsführer:

Gesprächstermin:

Seven Month Review *Process*



- Questions for the Member:
 - How are you feeling in the chapter?
 - How would you evaluate your benefits from your BNI® membership?

A graphic of a spiral-bound notebook is positioned in the bottom right area. The notebook is white with a silver spiral binding on the left side. It features a dark red horizontal line near the top. Below this line, there is a red question mark icon followed by the text "Fragen beim Gesprächstermin:". Underneath, there are two sets of dotted lines for writing. The first set is preceded by the text "Wie geht es dir im Chapter?". The second set is preceded by the text "Wie bewertest du deinen Nutzen aus deiner Mitgliedschaft im Chapter?".

? Fragen beim Gesprächstermin:

Wie geht es dir im Chapter?

.....

.....

Wie bewertest du deinen Nutzen
aus deiner Mitgliedschaft im Chapter?

.....

Seven Month Review *Process*



- Questions for the Member:
 - If you had to decide today whether you will apply for membership renewal, how likely are you to renew?



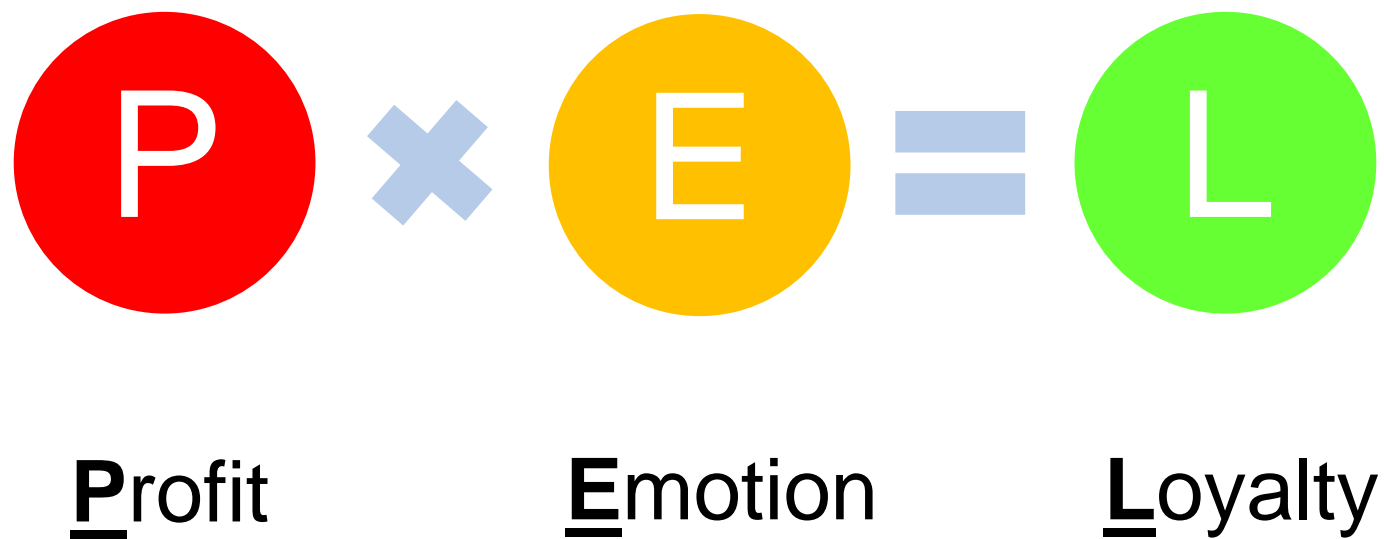
Abschlussfrage:

Wenn du heute über eine Bewerbung für eine Verlängerung entscheiden müsstest, zu wie viel Prozent würdest du verlängern?

Why Should I Renew my BNI® Membership?

Why Should I Stay?

The Why



Profit



Emotion

Member Activities





BNI[®]





Loyalty

Team

BNI®

Team

Nothing would
be possible
without our
competent and
devoted team

