



Business Open Days

SPECIAL PRESENTATION AGENDA

- 00:00 **Open Networking (15 minutes)**
- 00:15 **Welcome (5 minutes)**
Welcome, Introduce Leadership, BNI Overview
- 00:20 **1st Speaker (20 minutes)**
President gives brief intro of senior member of the Director staff who will present on the Referral Conundrum
- 00:40 **Brief Introductions (20 minutes)**
President leads. Visitors and Members go together. Name, Company Name, Profession, and Brief Description of what your business does.
- 01:00 **2nd Speaker (15 minutes)**
President gives brief intro of second member of the Director staff who presents on why BNI is greatest solution to the Referral Conundrum. (in some situations, only one director will be present and will give both presentations)
- 01:15 **Closing (15 minutes)**
Director goes over the process to apply. President conducts drawing of prizes donated by members from Visitor BCs collected by Visitor Host team at start of the meeting, and closes meeting inviting Visitors to stay and network.

The Business Open Day event agenda is centered on a presentation to Visitors that will help them see how a referral relationship is different and what is needed to develop referral relationships. It also shows them why BNI's system can help them do this more effectively than trying to do it on their own. It replaces the traditional BNI meeting agenda for the week of the Business Open Day.
