BNI

Contact Sphere Challenge

SPECIAL AGENDA

0:00 **Open Networking** (15 minutes)

0:15 **Welcome** (5 minutes)
Welcome, Introduce Leadership, Core Value, and Purpose and Overview

0:20 **Networking Education** (3 minutes)
Welcome, Introduce Leadership, Core Value, and Purpose and Overview

0:23 **Welcome New/Renewing Members** (3 minutes)
Welcome, Introduce Leadership, Core Value, and Purpose and Overview

0:26 **Visitor Introductions** (5 minutes)
Give Visitors 15-30 seconds depending on number of Visitors to introduce themselves (Name, Company, Profession, and Brief Description of what their business does).

0:31 **Member Weekly Presentations** (20 minutes)
Adjust time per member to keep within time allotment for this agenda item.

0:51 **Vice Presidents Report** (1 minute)
Brief report highlighting the past 12 months results from the PALMS data.

0:52 **Membership Committee Report** (1 minute)
Brief report highlighting the top 3-5 desired categories. Remember your Contact Sphere Challenge focus.

0:53 **Upcoming Speakers and Speaker Introduction** (2 minutes)
Announce the next 4-6 weeks of speakers and introduce this week's feature presenter(s).

0:55 **Special Contact Sphere Presentation** (15 minutes)
Member(s) of the focus Contact Sphere present with a focus on how they can share referrals with the professions that have been invited and how BNI helps them to pass those referrals.

1:10 **Referrals and Testimonials** (10 minutes)
Members briefly share about referrals they have for chapter members or ONE meaningful testimonial for another member. Visitors invited to briefly share what stood out to them during the meeting.

1:20 **Closing** (10 minutes)
President or Visitor Host 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 Contact Sphere Challenge meeting agenda uses a slightly modified agenda incorporating most of the structure of the traditional BNI meeting agenda with a special focused feature presentation and Visitor Orientation conducted in the room with a modified meeting close.

(435) 767-7100
richard@bniutah.com
www.BNIUtahSouth.com