



Member Success Program

For all BNI Members

**** Attendance is required within your first 60 days of membership. ****

The Member Success Program is for new and seasoned members to learn how to get the most from their BNI membership. **2 CEU's!**

At the Member Success Program you will learn:

- Actions you can take to get more referrals quicker
- How to craft an effective Weekly Presentation
- The do's and don'ts for your Feature Presentation
- The difference between a good referral and a bad referral
- The top ten things it used to take members months to learn



What members are saying...

"I think the BNI training I have attended is on par with much of what I experienced during my 36 years working with IBM. It is relevant and worthwhile. I feel my time was well spent. For the fee, there is no better business education anywhere."

Steve Stanton – Leelanau Computer Repair –Suttons Bay

"BNI training is world class. It has helped me to become a better BNI member, but also helped me in all areas of business and some areas of personal development."

Linda Maginity – The Bottom Line Bookkeeping – Traverse City

Register online at www.bni-mi.com.

Click on "register for all training" to register and pay for training.

Our BNI Connect advisor can help! Contact Bob at 586-899-0235.

**\$20 when you
register online!**

Fee to attend: \$25 - Helps cover meeting room costs and coffee. There are no refunds.

SAVE \$5 when you register online at www.bni-mi.com. You will sign in with your BNI Connect member account.

Need help? Have questions? Contact our office by e-mail: (preferred) henri@bni-mi.com or 248-765-6953, or contact your Director Consultant.

- **IMPORTANT:** To ensure adequate materials and space, please register at least **TWO** days in advance.
- **Directions** to locations are online at www.bni-mi.com.
- **Attendance** is required within your first 60 days of membership. Attendance is enforced by chapter Membership Committees. If you have a question about the requirements for attending, talk to your Membership Committee or Leadership Team.
- **Check for updates** at www.bni-mi.com (this form is available as a pdf online so you can distribute at your chapter).

Member Success Program – 2017 SCHEDULE

Revised: 06/27/17

Ann Arbor

Holiday Inn

7:30 AM - 10:30 AM

- Fri – 01/13/17 (LC)
- Fri – 04/14/17 (LC)
- Fri – 07/14/17 (LC)
- Fri – 10/13/17 (LC)

Brighton

Homewood Stes by Hilton

7:30 AM - 10:30 AM

- Fri – 02/24/17 (CN)
- Fri – 08/25/17 (CN)
- Fri – 12/08/17 (CN)

Brighton

Homewood Stes by Hilton

6:30 PM - 9:30 PM

- Wed – 05/31/17 (CN)

Flint

Holiday Inn - Gateway

7:30 AM - 10:30 AM

- Mon – 01/16/17 (TA)
- Mon – 03/20/17 (TA)
- Mon – 05/15/17 (TA)
- Mon – 07/17/17 (TA)
- Mon – 09/18/17 (TA)
- Mon – 11/20/17 (TA)

Flint

Holiday Inn - Gateway

2:00 PM - 5:00 PM

- Tues – 06/13/17 (TA)

Grand Haven/Spring Lake

Holiday Inn-Spring Lake

7:30 AM - 10:30 AM

- Mon – 02/06/17 (BS)
- Mon – 04/03/17 (BS)
- Mon – 06/05/17 (BS)
- Mon – 08/07/17 (BS)
- Mon – 10/02/17 (BS)
- Mon – 12/04/17 (BS)

Grand Rapids

Dominican Ctrs

7:30 AM - 10:30 AM

- Fri – 01/20/17 (KD)
- Fri – 03/17/17 (KD)
- Fri – 05/19/17 (KD)
- Fri – 07/21/17 (KD)
- Fri – 09/15/17 (KD)
- Fri – 11/17/17 (KD)

Grand Rapids

TBD

7:30 AM - 10:30 AM

- Sat – 10/07/17 (TK)

Jackson

Cascades Manor House

7:30 AM - 10:30 AM

- Fri – 02/10/17 (KW)
- Fri – 04/14/17 (KW)
- Fri – 06/09/17 (KW)
- Fri – 08/11/17 (KW)
- Fri – 10/13/17 (KW)
- Fri – 12/08/17 (KW)

Kalamazoo

Bronson Athletic Club

7:30 AM - 10:30 AM

- Fri – 02/10/17 (NB)
- Fri – 04/28/17 (NB)
- Fri – 05/12/17 (NB)
- Fri – 06/23/17 (NB)
- Fri – 08/25/17 (NB)
- Fri – 10/20/17 (NB)
- Fri – 12/15/17 (NB)

Lansing

Courtyard Lansing

7:30 AM - 10:30 AM

- Fri – 01/27/17 (CN)
- Fri – 03/10/17 (CN)
- Fri – 05/12/17 (CN)
- Fri – 07/14/17 (CN)
- Fri – 09/22/17 (CN)
- Fri – 11/10/17 (CN)

Lansing

Kellogg Center

7:30 AM - 10:30 AM

- Sat – 06/03/17 (TK)

Livonia

Best Western

7:30 AM - 10:30 AM

- Mon – 01/16/17 (AS)
- Mon – 03/06/17 (AS)
- Mon – 05/01/17 (AS)
- Mon – 07/17/17 (AS)
- Mon – 08/21/17 (AS)
- Mon – 11/06/17 (AS)

Livonia

Best Western

7:30 AM - 10:30 AM

- Sat – 01/28/17 (TK)

New Haven

Oak Ridge Golf Club

7:30 AM - 10:30 AM

- Mon – 01/23/17 (MK)
- Mon – 05/01/17 (MK)
- Mon – 07/31/17 (MK)
- Mon – 11/06/17 (MK)

Petoskey

Holiday Inn Express

7:30 AM - 10:30 AM

- Mon – 02/20/17 (BU)
- Mon – 06/12/17 (BU)
- Mon – 08/14/17 (BU)
- Mon – 12/11/17 (BU)

Saginaw

Bay Valley Resort

5:00 PM - 8:30 PM

- Wed – 01/11/17 (JD)

Saginaw

Bay Valley Resort

7:00 AM - 10:30 AM

- Mon – 02/06/17 (JD)
- Mon – 04/17/17 (JD)
- Mon – 06/12/17 (JD)
- Mon – 08/21/17 (JD)
- Mon – 10/16/17 (JD)
- Mon – 12/11/17 (JD)

Saginaw

Bay Valley Resort

5:30 PM - 9:00 PM

- Wed – 05/17/17 (JD)
- Wed – 07/12/17 (JD)

Southfield

Embassy Suites

6:00 PM – 9:00 PM

- Wed – 02/15/17 (TA)
- Wed – 04/19/17 (TA)
- Wed – 05/10/17 (TA)
- Wed – 06/14/17 (TA)
- Wed – 07/19/17 (TA)
- Wed – 09/20/17 (TA)
- Wed – 11/15/17 (TA)

Southwest Michigan

Holiday Inn – St. Joseph

7:30 AM - 10:30 AM

- Fri – 01/27/17 (NB)
- Fri – 03/24/17 (NB)
- Fri – 05/26/17 (NB)
- Fri – 07/21/17 (NB)
- Fri – 09/29/17 (NB)

Traverse City

TAAR

7:30 AM - 10:30 AM

- Mon – 01/16/17 (PN)
- Mon – 03/20/17 (PN)
- Mon – 05/15/17 (PN)
- Mon – 09/11/17 (TBD)
- Mon – 11/20/17 (TBD)

Traverse City

Elks Club

7:30 AM - 10:30 AM

- Mon – 07/17/17 (TBD)

Troy

Troy Community Center

7:30 AM - 10:30 AM

- Mon – 02/20/17 (TA)
- Mon – 04/17/17 (TA)
- Mon – 06/19/17 (TA)
- Mon – 08/21/17 (TA)
- Mon – 10/16/17 (TA)
- Mon – 12/18/17 (TA)

Attend any training

*Register online.

*Instructor's initials appear after each date.