

Are you ready to take your BNI membership to the next level?

You are eligible to attend Advanced Workshops if you have attended Member Success Program since Jan 2015.

*There are four Advanced Workshops; complete all four in any order.*



**1. Featured Presentation Advanced Training** helps by providing multiple formats for member's Featured Presentations that are based on training their sales force what they need to do to create referrals for them! By combining content with delivery techniques, members will enhance their confidence in understanding what presentations will maximize their desired results.

**2. Referrals Advanced Training** helps create distinctions between passive, active and proactive referral generation. Subsequently, participants learn to give and receive more referrals. In the session, participants put the education to work by creating an action plan to motivate their referral partners to pass them more business.

**3. One-to-Ones Advanced Training** helps members turn their one-to-ones into money making meetings where each partner leaves with specific results oriented action items. Participants leave with the tools to move relationship from Visibility to Credibility to Profitability quickly, developing the "know, like and trust" to maximize referrals generation.

**4. Weekly Presentations Advanced Training** helps break down one's business into small increments to better train your sales team, generate interest for more one to ones, and generate more referrals. With an effective & powerful Weekly Presentation, participants are better able to train their referral sources to generate more referrals, higher quality referrals and more referral sources. Be specific to be terrific!!!

## New! "Buddy Bonus" Program

If you have attended any Advanced Training in the last 12 months, take a another member along with you to training and apply for your Buddy Bonus! This is an incentive for members, who have paid to attend Advanced Training in the last year, to attend again for no charge. When you attend Advanced Training with a partner, you learn and develop your skills together! Do a one-to-one after class and continue to build the relationship!

### *TO BE ELIGIBLE:*

- ✓ Register and pay online at least two days in advance.
- ✓ Must have attended (and paid) for any Advanced Training module in the last 12 months.

### *TO SUBMIT A BUDDY BONUS REQUEST:*

- ✓ When you attend with another member, get a Buddy Bonus Request Form from the trainer.
- ✓ Complete the form and send to the BNI office. If qualified, we will send you a check for the fee you paid.

For expedience, turn in the request form to the trainer to be sent back to the office in the envelope with the attendance information. Or you can email, fax or mail the form.



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## 2018 Advanced Workshop Schedule

<p><b>TRAVERSE CITY</b> <b>Referrals</b> TAAR 7:30AM-10:30AM Monday – 03/26/18</p>	<p><b>TRAVERSE CITY</b> <b>One-to-Ones</b> TAAR 7:30AM-10:30AM Monday – 06/25/18</p>	<p><b>TRAVERSE CITY</b> <b>Weekly Presentations</b> TAAR 7:30AM-10:30AM Monday – 10/22/18</p>	<p><b>TRAVERSE CITY</b> <b>Feature Presentations</b> TAAR 7:30AM-10:30AM Monday – 12/10/18</p>
<p><b>GRAND RAPIDS</b> <b>Feature Presentations</b> Dominican Ctr 7:30AM-10:30AM Monday – 01/22/18</p>	<p><b>GRAND RAPIDS</b> <b>Referrals</b> Dominican Ctr 7:30AM-10:30AM Friday – 06/22/18</p>	<p><b>GRAND RAPIDS</b> <b>One-to-Ones</b> Dominican Ctr 7:30AM-10:30AM Monday – 08/20/18</p>	<p><b>GRAND RAPIDS</b> <b>Weekly Presentations</b> Dominican Ctr 7:30AM-10:30AM Monday – 11/26/18</p>
<p><b>LANSING</b> <b>Weekly Presentations</b> Courtyard Lansing 7:30AM-10:30AM Friday – 03/23/18</p>	<p><b>LANSING</b> <b>Feature Presentations</b> Courtyard Lansing 7:30AM-10:30AM Friday – 06/29/18</p>	<p><b>LANSING</b> <b>Referrals</b> Courtyard Lansing 7:30AM-10:30AM Friday – 08/24/18</p>	<p><b>LANSING</b> <b>One-to-Ones</b> Courtyard Lansing 7:30AM-10:30AM Friday – 12/7/18</p>
<p><b>SOUTHFIELD</b> <b>One-to-Ones</b> Best Western Premier 7:30AM-10:30AM Monday – 04/30/18</p>	<p><b>SOUTHFIELD</b> <b>Weekly Presentations</b> Best Western Premier 7:30AM-10:30AM Monday – 06/25/18</p>	<p><b>SOUTHFIELD</b> <b>Feature Presentations</b> Best Western Premier 7:30AM-10:30AM Monday – 08/27/18</p>	<p><b>SOUTHFIELD</b> <b>Referrals</b> Best Western Premier 7:30AM-10:30AM Monday – 12/03/18</p>

**Register online at [www.bni-mi.com](http://www.bni-mi.com).**

Click on “register for all training” to register and pay for training.

**\$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](http://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](mailto:henri@bni-mi.com),  
or cell: 248-765-6953, or contact your Director Consultant.