



# ADVANCED WORKSHOP

You are eligible to attend Advanced Workshops if you have attended Member Success Program since Jan 2014.

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

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

**Feature Presentations** This workshop will:

- Make it easy to create powerful and results-driven presentations.
- Provide detailed outlines to help you craft effective Feature Presentations.
- Help you make it comfortable for your referral partners to bring you up in conversation.
- Be a fun networking opportunity with dynamic, energetic and like-minded professionals.

**One-to-ones** This workshop will:

- Position you to take control of your referral relationships.
- Teach you a step-by-step procedure for efficient one-to-one meetings.
- Allow you to nurture long-lasting relationships with your members.
- Be a fun networking opportunity with dynamic, energetic and like-minded professionals.

**Referrals** This workshop will:

- Increase the profitability of your BNI referral network.
- Teach you the steps to develop different types of referral partners: Advocators, Promoters, and Creators.
- Help you make it easy for your referral partners to pass you referrals.
- Be a fun networking opportunity with dynamic, energetic and like-minded professionals.

**Weekly Presentations** This workshop will:

- Double the impact of your weekly presentation.
- Provide a procedure to create effective Weekly Presentations.
- Help your referral partners know what to say when they find a referral for you.
- Be a fun networking opportunity with dynamic, energetic and like-minded professionals.

## 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

- **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](http://www.bni-mi.com).
- **You are eligible to attend** Advanced Workshop if you have been to MSP since Jan 2014.
- **Check for updates** at [www.bni-mi.com](http://www.bni-mi.com) (this form is available as a pdf online so you can distribute at your chapter).

# ADVANCED WORKSHOP – 2017 SCHEDULE

Revised 11/15/16

You are eligible to attend Advanced Workshops if you have attended Member Success Program since Jan 2014.

<b>Ann Arbor</b>	<b>Ann Arbor</b>	<b>Ann Arbor</b>	<b>Ann Arbor</b>
Feature Presentations	Referrals	One-to-Ones	Weekly Presentations
<i>Holiday Inn</i> <u>7:30AM-10:30AM</u> Mon – 03/20/17	<i>Holiday Inn</i> <u>7:30AM-10:30AM</u> Mon – 06/19/17	<i>Holiday Inn</i> <u>7:30AM-10:30AM</u> Mon – 08/28/17	<i>Holiday Inn</i> <u>7:30AM-10:30AM</u> Mon – 11/20/17
<b>Flint</b>	<b>Flint</b>	<b>Flint</b>	<b>Flint</b>
Feature Presentations	Referrals	One-to-Ones	Weekly Presentations
<i>Holiday Inn - Gateway</i> <u>7:30AM-10:30AM</u> Mon – 03/6/17	<i>Holiday Inn - Gateway</i> <u>7:30AM-10:30AM</u> Mon – 05/22/17	<i>Holiday Inn - Gateway</i> <u>7:30AM-10:30AM</u> Mon – 10/23/17	<i>Holiday Inn - Gateway</i> <u>7:30AM-10:30AM</u> Mon – 12/18/17
<b>Grand Rapids</b>	<b>Grand Rapids</b>	<b>Grand Rapids</b>	<b>Grand Rapids</b>
Feature Presentations	Referrals	One-to-Ones	Weekly Presentations
<i>Dominican Ctr</i> <u>7:30AM-10:30AM</u> Mon – 01/23/17	<i>Dominican Ctr</i> <u>7:30AM-10:30AM</u> Mon – 04/17/17	<i>Dominican Ctr</i> <u>7:30AM-10:30AM</u> Mon – 08/21/17	<i>Dominican Ctr</i> <u>7:30AM-10:30AM</u> Mon – 11/27/17
<b>Kalamazoo</b>	<b>Kalamazoo</b>	<b>Kalamazoo</b>	<b>Kalamazoo</b>
Referrals	One-to-Ones	Weekly Presentations	Feature Presentations
<i>Bronson Athletic Club</i> <u>7:30AM-10:30AM</u> Fri – 03/31/17	<i>Bronson Athletic Club</i> <u>7:30AM-10:30AM</u> Fri – 07/28/17	<i>Bronson Athletic Club</i> <u>7:30AM-10:30AM</u> Fri – 10/27/17	<i>Bronson Athletic Club</i> <u>7:30AM-10:30AM</u> Fri – 12/22/17
<b>Lansing</b>	<b>Lansing</b>	<b>Lansing</b>	<b>Lansing</b>
Weekly Presentations	Feature Presentations	Referrals	One-to-Ones
<i>Courtyard Lansing</i> <u>7:30AM-10:30AM</u> Fri – 03/24/17	<i>Courtyard Lansing</i> <u>7:30AM-10:30AM</u> Fri – 06/30/17	<i>Courtyard Lansing</i> <u>7:30AM-10:30AM</u> Fri – 08/25/17	<i>Courtyard Lansing</i> <u>7:30AM-10:30AM</u> Fri – 12/8/17
<b>Petoskey</b>	<b>Petoskey</b>	<b>Petoskey</b>	<b>Petoskey</b>
Referrals	One-to-Ones	Weekly Presentations	Feature Presentations
<i>Holiday Inn Express</i> <u>7:30AM-10:30AM</u> Mon – 04/10/17	<i>Holiday Inn Express</i> <u>7:30AM-10:30AM</u> Mon – 08/21/17	<i>Holiday Inn Express</i> <u>7:30AM-10:30AM</u> Mon – 10/9/17	<i>Holiday Inn Express</i> <u>7:30AM-10:30AM</u> Mon – 12/18/17
<b>Southfield</b>	<b>Southfield</b>	<b>Southfield</b>	<b>Southfield</b>
One-to-Ones	Weekly Presentations	Feature Presentations	Referrals
<i>Embassy Suites</i> <u>7:30AM-10:30AM</u> Mon – 04/24/17	<i>Embassy Suites</i> <u>7:30AM-10:30AM</u> Mon – 06/26/17	<i>Embassy Suites</i> <u>7:30AM-10:30AM</u> Mon – 08/28/17	<i>Embassy Suites</i> <u>7:30AM-10:30AM</u> Mon – 11/27/17
<b>Traverse City</b>	<b>Traverse City</b>	<b>Traverse City</b>	<b>Traverse City</b>
Referrals	One-to-Ones	Weekly Presentations	Feature Presentations
<i>TAAR</i> <u>7:30AM-10:30AM</u> Mon – 03/27/17	<i>TAAR</i> <u>7:30AM-10:30AM</u> Mon – 06/26/17	<i>TAAR</i> <u>7:30AM-10:30AM</u> Mon – 10/16/17	<i>TAAR</i> <u>7:30AM-10:30AM</u> Mon – 11/27/17

Register online at [www.bni-mi.com](http://www.bni-mi.com). Click on “register for all training” to register and pay for training.

**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.

\$20 when you  
register online!



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.