EDUCATION SLOT

Networking

Start by saying how important a good attitude is in all walks of life, but especially in BNI – a bright smile, a friendly greeting and a warm handshake will help to create a great atmosphere at meetings. Other ways of showing a good and positive attitude are:

A  ALWAYS ARRIVE EARLY TO MEETINGS AND EVENTS
Gives you a great opportunity to network and be the first to meet visitors at meetings and shows commitment.

T  TAKE YOUR TOOLS WITH YOU – EVERYWHERE
Your card file, lapel pin, wear your name badge.

T  TIME
Spend time with your fellow members. Have one to ones, speak on the phone to the other members regularly.

I  INTEREST
Take an interest in your fellow members through one to ones.

T  TRAINING
Attend as many training events as possible. These are continually changing and present a great opportunity to network with lots of new people.

U  UNDERSTANDING
Promote understanding by educating your fellow members about your business and the type of business you are looking for.
D DELIVER
Always deliver what you promise – follow-up on all referrals and thank those who have gone to so much trouble to find business opportunities for you.

E ENTHUSIASM
Be enthusiastic at all times. It’s amazing how infectious your enthusiasm will be.

(Tell everyone they will need a pen and paper for the next part and ask them to write down the following.)
If A = 1%, B = 2% and C = 3%, what does ATTITUDE equal?

<table>
<thead>
<tr>
<th>A</th>
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</thead>
<tbody>
<tr>
<td>1%</td>
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<td>9%</td>
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<td>21%</td>
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= 100%