

# BNI BUSINESS EXCHANGE

## Chapter Updates and Decisions:

We're moving our meeting space to the Holiday Inn at The Tower. Our monthly chapter dues will remain the same as we'll be saving money by getting breakfast and coffee from another shop. **Remember too, we're back to meeting on our normal Tuesday schedule!**

## Chapter Goals:

We want to reach 30 or more members and \$1,000,000 in passed referrals.

## Visitors:

Raymond Calore

## Educational Topic:

Visibility + Credibility = Profitability. Show up to the meetings on time and stay on top of mind to garner trust and get referrals.

## Desired Referrals and Contacts:

Please remember, to show up on this list, you must specify a person or organization. If you did specify and do not show up in this list, please let me know and I will include the name in next week's summary.

Dave Binns	Gregg and Kristi Quirk of South Kingstown
Miriam Calore	Arnold Lumber
Eric Contre	Rhody Joe's
Brian Hickox	CPNRI.org
Joe Lomastro	Cullion Concrete
Brett Sampson	GSA
Michael Schein	Bill Huggins and Jonathan Salinger of Residential Mortgage

## Winner of the 60-Second Mic:

Peter Trepani

## Upcoming Speakers:

January 8: Mike Schein

January 15: Peter George

## 10-Minute Presenter:

# KEN LEMA, LEMA CONSTRUCTION

Now that we know more about what Ken does, let's see if we can get him some more business.

## Vice President's Report:

Everyone was on time, starting the New Year right. Please continue this trend. It benefits you and everyone else.

## Membership Report:

There are no pending applications. If we bring in visitors, we can change that.

## Growth Committee Report:

Next week we're expecting a printer and a representative from Verizon Wireless. If an individual successfully gets 6 new members, they get an upgraded badge. Also, we should each be focusing on our own spheres as that's where most of the money from BNI will come from. Getting people in from other spheres is great and helpful to the group but it won't typically help you directly.

## Announcements:

Our meetings will be held at Holiday Inn at The Tower. We can use the main entrance to get into the hotel. **Remember, we're back to meeting on our regularly scheduled Tuesday's.**