

# **BNI BUSINESS EXCHANGE**

## **Chapter Updates and Decisions:**

### **Chapter Goals:**

We want to reach 30 or more members and \$1,200,000 in passed referrals.

### **Visitors:**

I apologize for any names I've butchered. I was unable to get cards for everyone.

Cheryl Sampson  
Steve Haunschild

John Stiller  
Kristi Armstrong

Deb Daly  
David England

### **Educational Topic:**

Our new space is large and noise can get lost. Enunciate loudly to be sure you're heard. Also, it's easier to make a better 60-second if you prepare ahead of time.

### **Desired Referrals and Contacts:**

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

Eric Contre  
Joe Lomastro  
Randy Santoro  
Cheryl Swartz  
Matt Turco

Belmont Market  
AmeriGas  
Bess Eaton  
Mark Eldridge of Rivers Edge Cafe and Melgies

### **Winner of the 60-Second Mic:**

Tim Kearns

### **Upcoming Speakers:**

January 22: Joe Lomastro  
January 29: Paula Ford  
February 5: Tim Kearns  
February 12: Peter Trapani

### **10-Minute Presenter:**

## **DAVE AND KRISTI , BNI SPEAKER PROGRAM**

A strong chapter includes at least 4 spheres, each containing at least 5 members. 70% of all referrals from BNI are from other sphere members. Grow your spheres and meet at least once each month.

### **Vice President's Report:**

We're approaching the 250K mark in closed business. If you find any errors on the PALMS report, let Eric know.

### **Membership Report:**

BNI is a structured way of networking and getting referrals. Our chapter is still looking for more growth. Let's not lose our momentum.

### **Growth Committee Report:**

The networking calendar was sent around a second time yesterday. Most of our visitors have been invited from networking events. Including a pending application, we're now at 22 members.

**Announcements:**

Jessica Wood: U-Melt has an invitation-only event on 1/18 from 4 – 7 and 1/19 from 1 – 4.

Brian Hickox: Open invitation to the group only: He might be able to get some of our events funded.

Miriam Calore: 2/1 Glacial Energy is hosting a PBruins game at 7:00.

Don't forget to sign and return your Support Leadership forms. Do NOT fill in the blank in the upper left, under the date. Also, at the bottom where it says "Franchisee" should be left blank as well.

Ken Neff: Chapter Team Training:

Friday, March 8 at the Crown Plaza of Warwick 7am – 12pm

Monday, March 25 in Seekonk 7am – 12pm and/or 1pm – 6pm

There are others in Plymouth and Hyannis for those interested.