

# **BNI BUSINESS EXCHANGE**

## **Chapter Updates and Decisions:**

Last week, our meeting went over. We'll be more accurately timing people during the 60-second and the 15-second testimonials and referrals.

## **Chapter Goals:**

We want to reach 30 or more members, \$1,200,000 in passed referrals, and an average of 2 referrals per member per week.

## **Visitors:**

Dave Calabrese	Green Hill Vehicle Appraisals	(203) 232-2730
Steve Chadwick	Atlas Studios	(401) 588-1720
Rob Robinson	Seaside Painting	(401) 789-3660 / (401) 742-1522

## **Educational Topic:**

Social media is free and effective. Twitter's customer base is college kids. Mashable is a social media journal. Top 5 hash tags businesses should be using.

- 1) smb (small business)
- 2) keep it consistent and simple
- 3) hoot sweet – if you don't want to Tweet, they'll post for you
- 4) follow friday

She has emailed a link to the article to everyone.

## **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.

Dave Binns	Cardi Furniture
Ed Collins	Joe Passeretti
Eric Contre	Belmont Market
Joe Lomastro	Greg Rose, Electric Boat
Kenneth Mills	South County Hospital
Randy Santoro	Comolli Granite, Spicer Marketplace, Eastwind Dry Cleaners
Michael Schein	Marsha Welch, Realtor
Matt Turco	Thomas McNalley, Davitt Design Group

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

Brian Hickox

## **Upcoming Speakers:**

February 19: Ed Collins  
February 26: Miriam Calore  
March 5: Peter George  
March 12: Robin Sampson  
March 19: Bob Giles  
March 26: Jessica Wood

## **10-Minute Presenter:**

## **PETER TRAPANI, TRAPANI ENTERPRISES**

Now that we know more about Peter's business, let's see if we can't get him a couple of referrals.

**Vice President's Report:**

Traffic Light reports will be sent out later today. Expecting to exceed 300K by April. Please let Eric know about issues with Traffic Lights or PALMS. Also, you can ask other questions.

**Membership Report:**

Nothing to report and no pending applications.

**Growth Committee Report:**

We have some people considering applications.

**Announcements:**

Joe Lomastro: The chapter is still collecting dues for the month of February and we are now also collecting for March.

Jessica Wood:

2/22: Diamonds in the Rough at The Towers to benefit a no-kill shelter

Ken Neff: Chapter Team Training:

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