

BNI BUSINESS EXCHANGE

Chapter Updates and Decisions:

Brian Hickox and Ray Conover completed MSP.

Dave Calabrese and Rob Robinson have officially joined us. Congratulations and welcome!

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:

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

Bob Penny

YGB (Your Great Brand)

Joe Bell

Bank Newport

Sabri Rama

Electrician

Educational Topic:

Visibility + Credibility = Profitability.

Visibility: Show up to each meeting or arrange for a substitute. Wear your name badge. Welcome visitors. Attend networking events. Make sure your cards in the black box are stocked.

Credibility: Try to have at least one 1-2-1 each week. Follow-up on all referrals with the referral and the person giving it. Make sure you submit thank you's and be sure to thank the person.

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

Robert and Corine Picolli of Quality Fence Company

Ray Conover

Human Resources at Women and Infants Hospital

Eric Contre

Fat Belly's

Joe Lomastro

Michael Foster at Snesko Marine

Michael Medeiros

Michael Slosburg, UBS in Westerly

Michael Schein

Kevin Pellegrino at People's Credit Union

Cheryl Swartz

Janet Burtwell, new picture framing store on Main St

Winner of the 60-Second Mic:

Rob Robinson

Upcoming Speakers:

February 26: Miriam Calore

March 5: Peter George

March 12: Robin Sampson

March 19: Bob Giles

March 26: Ed Collins

April 2: Dave Binns

10-Minute Presenter:

MICHAEL MEDEIROS, SWIPE FOR A CAUSE

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

Vice President's Report:

We are at 265K with 6 weeks left. We're still expecting to break 300K. Please ask Eric any questions regarding Traffic Lights or PALMS.

Membership Report:

2 new members. Let's not lose momentum. We should each be focusing on our own spheres.

Growth Committee Report:

Emphasize personal growth. 1-2-1's with everyone but focus on your sphere. Bring in at least 3 referrals each month. Go to networking events together. Bring in visitors to replace attrition. Attendance.

Announcements:

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

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.