

# **BNI BUSINESS EXCHANGE**

## **Chapter Updates and Decisions:**

Steve Chadwick has 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.

**No visitors. This is a bad thing.**

## **Educational Topic:**

BNI is not a club membership. 7 – 7:15 is for networking, not preparing, etc. BNI is about integrity and doing the right thing. You need to be here on time. If you're struggling with how things work or have questions, ask someone.

## **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	anyone in the event planning department at Cardi's Furniture
Dave Calabrese	Thomas Tarzwell, Estate and Divorce Attorney
Miriam Calore	Richard Anderson at All Outdoor Equipment (Ted?)
Eric Contre	Kenyon Industries
Joe Lomastro	Cut Above Landscaping out of Narragansett
Michael Medeiros	UBS, Michael Swasburg
Rob Robinson	Natalie Construction out of Charlestown
Michael Schein	Homestar Mortgage

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

Joe Lomastro

## **Upcoming Speakers:**

March 12: Robin Sampson

March 19: Bob Giles

March 26: Brian Hickox

## **10-Minute Presenter:**

**PETER GEORGE, BNI AREA DIRECTOR**

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

We're just under 275K. Let's see if we can break 300K before the end of the fiscal year. If slips are submitted electronically, do not submit paper slips. Eric cannot tell if it's submitted already so you'll end up with duplicates.

## **Membership Report:**

There are no current applications pending.

**Growth Committee Report:**

We have 7 absences today. This is the first week we have no visitors. We will lose members and our membership count will decrease if we don't invite. So, keep inviting.

**Announcements:**

Joe Lomastro: The chapter is collecting dues for the month of April.

Brian Hickox: Job seekers with an insurance background should talk to Brian.

Dave Calabrese: Statewide Chamber, Rose of the Pawtuxet the 19<sup>th</sup>

Peter George: MSP classes must be registered online

Warwick, Wednesday March 13, 2 -5