

Bring In Your Visitors!

How can we make our Visitor's Day a Win / Win / Win experience for Visitors? For Chapter Members? For our BNI Chapter?

A few of our chapter members share their insights for success. They've invited the greatest number of visitors since October 2007.



❖ **Craig Stoller, Lowen Chiropractic – Everyday Conversations**

"I meet all sorts of people in my practice, but I'm not limited to them. I share with everyone (i.e. clients, family, friends, friends of family, etc.) the BNI concept and the benefits of membership. Then I invite them to take the opportunity to come check it out for themselves."

❖ **John Fett, Ryder Securities – Persistent Communication**

"I just keep talking with the business owners I encounter. I tell them it is a great opening for their business and will improve their business over time. I explain that it is especially beneficial for office bound business owners with limited advertising budgets. I sell that it is a key source of word-of-mouth referrals of customers and closed business."

❖ **Aristide Abrahams, Visual Impact – Network, Network, Network**

"I tell about the great opportunity to network, share sources and business! I share they can gain a steady source of warm, non-compete referrals. I let them know about the Giver's Gain philosophy and invite them to join me at a business meeting with my Network Partners."

Take the opportunity now to provide us with the Top 10 categories within your Contact Sphere. Focus attention on inviting visitors from the most common business categories presently missing from our group, especially those that would build your power group, and watch the business grow through:

- ❖ **increased membership**
- ❖ **increased contact spheres**
- ❖ **increased referrals and closed business**

So, bring in your visitors November 20th!