

**BNI**®

**The Gift of a Visitor**

# Why Visitors Matter

Energy

Opportunity

Growth

*One visitor can change a chapter.*

# What Bringing Visitors Says About You

I believe in this chapter

I believe in these members

I live Givers' Gain

# Why Visitors Come

To Grow their business

To support YOU

# Supplier Stack Day

Who do you already trust?

- Accountant
- IT Service Provider
- Insurance Broker
- Tradesperson
- Printer

# Your Feature Presentation

Your Opportunity

Your Responsibility

## Email Invitation

*“I’d love you to join me as my guest at BNI next week while I’m presenting.”*

## Text Invitation

*“Can I save you a seat?.”*

# Personal Invitation

The most powerful invitation:

- Phone Call
- Coffee meeting
- Existing conversation

# Accountability

How many visitors have YOU brought in the last 3 months?

0

1

2

3 +

# Tools and Training Resources

## **Recommended Trainings on BNI Academy:**

Member Success Program – Cultivating Visitors

Power Team Training – Identifying Industry Leaders

## **And the following Podcasts are useful**

Episode 486: Inviting Visitors to your Featured Presentation

Episode 574: Knock the socks off your Audience

Episode 541: Inviting Visitors (Classic Podcast)

Episode 350: Invite a Visitor (Get Connected–Stay Connected 7)

Episode 411: Using Power Teams to Attract Visitors

Episode 458: Inviting People – Good, Better, Best.

**BNI**®

**Thank You!**