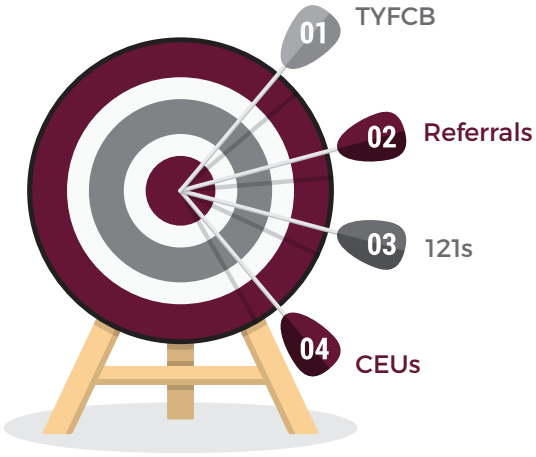
BNI Goal Setting

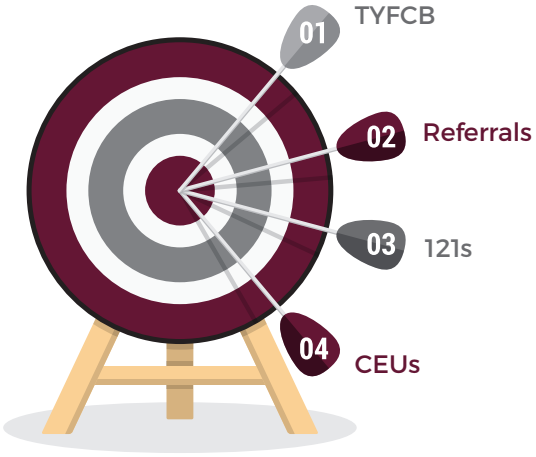


MY BNI BUSINESS STATISTICS			
No		**Figures for** 2026	**Goal for** 2027
1	Sales Target / Turnover		
2	BNI Sales Target / Turnover		
3	Value of Average Sale		
4	No of Sales needed to acheive BNI Sales Target		
5	Expected Conversion Rate	%	%
6	No of Referrals needed per year to acheive your BNI Sales Target		
7	No. of Referrals/week to achieve your BNI Sales Target		
8	No of 121s to achieve BNI Sales Target		

Conduct a reality check on your Goal. It is realistic and achieveable?
Do you need to make any adjustments?

BNI Sales Target for 2027	No of Referrals needed to achieve your BNI Sales Target	No of 121s needed to achieve your BNI Sales Target	CEUs per Week	One category you would like in the room

BNI Goal Setting



MY BNI PERSONAL STATISTICS			
No		**Figures for** _2026_	**Goal for** _2027_
1	Average Arrival Time		
2	No of Referrals Given per Week		
3	No of Visitors per Month		
4	No of 121s per Week		
5	CEU's per Week		
6	Current Traffic Lights Score	%	%
7	Visibility through LT Roles		

3 People you haven't managed to refer yet	3 People you haven't had a 121 with (or its been a while)	3 People you can invite to visit your chapter

Business Categories That Have My Customers Before Me	Businesses That Have My Customers After Me