

Who's Been sitting in my chair?

This workshop takes about 10 minutes. It is best done with a white board or flip chart to write on.

Give the background for this – a survey was completed by members who were asked the question:

**“If a member of your chapter could not attend a meeting,
who would you like to see in their chair as a sub?”**

Write the numbers from 1 - 10 from top to bottom on the board. Ask the Chapter members to see if they can fill in the blanks. Discuss the importance of each one as they come up with the correct answers. When they run out of ideas, start filling them in yourself from top to bottom, once again discussing the importance of them. (Use tact where appropriate if subs near the bottom of the ranking are at the meeting)

1. Someone who could join BNI

- A person who could become a really good client for a number of members and could benefit from BNI themselves.

2. Someone who would be a great client for members

- A person who could become a really good client for members in the group but would not normally be out of bed at this time!

3. Their best customer

- They could become a great customer for other members

4. Their supplier

- This gives the supplier the opportunity to see how the member can help them with their network

5. A relative or friend

- A relative over 18+..... They suddenly realise why the member would want to get up at this time and they may be a potential client for members.

6. Their business Partner or staff member

- This helps the group know more about the member's business and educates their staff members about how to help find referrals for the group.

7. Anyone.....with a heartbeat

8. Members from another chapter

- These may be good for doing the member's sixty seconds but often will have an existing relationship with another group for some or all of their requirements

9. Supersubs

- A professional substitute those helpful people who are willing to fill in, but never fill in an application form. Visitors come for 2 meetings.

10. Ex – Members

- They know the score and can get up in the morning, but may just promote their own business and then tell members and visitors how great BNI is and then all the reasons why it didn't work for them...!

**Give a good substitute when you can't be there to give a good referral....
Some are too hot, some are too cold and some are just right**