

7:30 – 8:00	<b>Registration And Informal Networking</b>			
8:00 - 12:30	<b>Putting Heads Together (Helmets Optional) Chapter Leaders' Strategic Planning Session</b>			
8:00 – 12:30	This dynamic workshop for BNI leaders focuses on how to best leverage the BNI system to achieve amazing results for your chapter. Using a set of resources and the fundamental abilities of your membership, your Leadership Team will come away with a sustainable plan that showcases your collective expertise, impresses visitors, and grows your chapter. The session is packed with tips and expert advice to help you outline the route your chapter intends to take in order to grow referrals and increase closed business.			
<b>Working Lunch</b> 12:30 – 1:30	<ol style="list-style-type: none"> <li>1. BNI Regional Updates</li> <li>2. Luncheon Leadership Panel</li> </ol>			
1:45 – 2:30	<i>Choose one of four concurrent sessions</i>			
	<p><b>1. Give 'em the Slip—How To Give More Referrals</b> Leader: Dan Conrad Giving referrals lies at the very heart of BNI's "Givers Gain" philosophy and everyone gets satisfaction from giving a good referral. But how do you find strong referrals to give? How do you recognize prime situations for referral-giving in your day-to-day business life? This session will help you listen for these opportunities, recognize when one presents itself, and show you how to take advantage of them.</p>	<p><b>2. It Sounded So Much Better In My Head—How To give A Knock Your Socks Off Infomercial</b> Leader: Mike McGinty Infomercials are the backbone of every chapter meeting, yet many members don't leverage them as well as they could. This session highlights the many tools at your disposal to put more oomph into what you have to say to your fellow members, which will lead to more referrals. What should you say? What should you not say? How should you prepare? And how can you prevent infomercial fatigue from setting in and manifesting as lackluster performances? It's all here.</p>	<p><b>3. Starbucks Profits. So Should You.—How To Use One-To-Ones To Get More Referrals</b> Leader: Richard Burton What should really happen at a One-to-One? As busy professionals, we know these meetings happen in a wide variety of places, under a range of circumstances. That aside, a productive One-to-One follows an agenda. It also takes preparation to ensure you avoid time-sucking traps and get the most from the time you spend. Find out what these involve, and learn the secrets behind the useful tools developed especially for your use at these all-important meetings.</p>	<p><b>4. Maxxing Out On LinkedIn—Using LinkedIn To Get More Visitors &amp; Referrals</b> Leader: Marian Mullally You have a chapter website. Maybe even a Facebook page or a Yahoo! group. Or perhaps your chapter even has a blog. Now what? How do you put LinkedIn to work to help you get more referrals? There are ways you can leverage the power of LinkedIn to increase visitor counts and referrals passed. You just have to know how to go about it. Luckily, this session will tell you.</p>
2:30 – 2:45	<b>Break—Informal Networking</b>			

2:45 – 3:30	<i>Choose one of four concurrent sessions</i>			
	<p><b>5. Keep Those White Slips A-Comin’—How To Get More Referrals When You Want Them</b>  Leaders: Ambre St. Denis &amp; Todd Hedgpeth  So you’re in BNI. You’ve settled into your chapter. You know the other members and you’re pretty sure they know you too. You may have even passed and received a good number of referrals. But now you want to take things to the next level and really bring the business in. This session will show you ways to keep those referrals rolling in so you can make it happen.</p>	<p><b>6. Rolodex Schmolodex—Easy Ways To Find And Invite Visitors</b>  Leaders: Christian Einfeldt &amp; Dan Conrad  Learn the secrets of how to double your visitors the easy way! Everybody knows Visitors Days are one of the most important ways to grow a chapter and, hence, increase business for all members. But it’s not enough to merely set a date and hope visitors show up. This session reviews ways to be more strategic about finding and inviting visitors. How can you find people, in or out of your network, who would make good visitors? How do you recognize when someone you already know would make a good visitor? And how can you position your chapter’s visitor day so the answer to your invitation is a resounding “Yes”?</p>	<p><b>7. Your Room Overfloweth—Growing Your Chapter From 7 To 70</b>  Leader: Nancy Lewellen  Many times, a chapter’s growth strategy consists of one phrase: Increase Membership. But, of course, there’s more to it than that. Getting to 70 members, or whatever your goal may be, from a single-digit starting point can be a daunting proposition. But with a well-thought-out strategy it can become a manageable, reachable goal. Discover how to tackle your own chapter’s growth challenges in this informative session.</p>	<p><b>8. Facebook Who?—How BNI Connect Can Save You Time And Make You More Money</b>  Leader: Carolyn Reinholdt  Many individual chapters have their own website, and those certainly have their place. But BNI Connect offers all members, including leadership teams, additional features to help build connections and drive more business. These include free, informative webinars; robust, chapter-wide reporting; valuable how-to guides; global-wide referral networks; and much more – all designed to help you be more effective. Learn more about this indispensable, rich resource that’s just a click away.</p>
3:30 - 3:45	<b>Break—Informal Networking</b>			
3:45 – 4:30	<i>Choose one of four concurrent sessions</i>			
	<p><b>9. Look Both Ways. Eat Your Peas. Finish Your Milk.—How Small Chapters Can Reach Their Potential</b>  Leader: Todd Hedgpeth  Small chapters can be fragile entities. Will they survive to grow? Will they wither and die? And how do you make sure the former happens as opposed to the latter? This session explores ways to nurture small chapters and ensure they thrive despite their size.</p>	<p><b>10. Six Zeros: Way Cooler Than Five—Creating A Million Dollar Chapter</b>  Leader: Carolyn Reinholdt  Don’t let the title of this session fool you. Yes, we’ll be talking numbers. But creating a million-dollar chapter is about more than referrals, introductions, meetings and closed business. It’s also about attitude and your approach to that goal of 1 followed by 6 zeros. When you have both aspects, you’re well on your way. And believe it or not, it’s not as difficult to do as you might think.</p>	<p><b>11. Power Hungry Can Be A Good Thing—How To Use Power Teams To Get More Referrals</b>  Leaders: Dan Conrad &amp; Nancy Lewellen  In some chapters, power teams are treated like a red-headed stepchild, which is to say nobody really thinks about them very much. That’s really a shame because in actuality power teams are one of the prime sources for referrals and a great avenue for building a solid chapter. This session lays out the many ways in which the relationships, networks and complementary professions inherent within all power teams can be leveraged to support and strengthen the structure of a chapter.</p>	<p><b>12. Ratchet Things Up—Tools To Help You Make More Money In BNI</b>  Leader: Ed Craine  Your weekly chapter meeting and fellow members are obvious resources for referrals, connections, and networking. But you have a whole lot more at your disposal that you may not be aware of, or think to leverage. Aside from obvious online sites like <a href="http://BNIConnectGlobal.com">BNIConnectGlobal.com</a>, <a href="http://BNI.com">BNI.com</a> and <a href="http://BNISanFrancisco.com">BNISanFrancisco.com</a>, what about YouTube, Facebook and others? Do you know about SuccessNet? Or all the books and CDs published by BNI experts? How about podcasts and advanced training? This session puts all of these underused resources on your radar, and shows you how to get the most out of them in ways that boost your business.</p>
<b>All Members &amp; Guests</b> 4:30 – 6:00	<p><b>Networking Reception—Lobby</b></p> <ul style="list-style-type: none"> <li>• Informal Networking</li> <li>• Light snacks</li> </ul>			