



## WHO DO YOU KNOW?

BNI is structured so it would be beneficial to invite people to the chapter that you already have business or personal relationships with. From the categories below, who do you know that owns a business or works in sales for a type of profession that the chapter desires. This is a memory jogger to help you to follow your money. With whom you are currently spending money?

- Contacts from your personal rolodex?
- Who belongs to your local Parent-Teacher Association?
- Who is your child's scout leader?
- Who is in your Rotary Club?
- Who is in your Lions Club? Or Kiwanis?
- Who lives next door or across the street?
- Who is your dentist?
- Who cuts your hair?
- Who sells you furniture?
- Who replaced your windows?
- Who is your chiropractor?
- From your holiday greeting list?
- Who is your child's orthodontist?
- From your school or college?
- Who sells you sporting goods?
- Whom do you have lunch with?
- Who moved your belongings (moving company or personal friends) when you moved into your home?
- Where did you buy your spouse a jewelry item?
- Who do you order flowers from?
- Who books your travel plans?
- Who sold you your car?
- Who redecorated your home?
- Who sold you your kitchen appliances?
- Where do you buy your professional clothes from?
- Who cleans your rugs?
- From the gym or spa?
- Who is your best friend?
- Who were the bride and groom at the last wedding you attended?
- Who is your veterinarian?
- From your old job?
- From your church?
- From your fraternity or club?
- From your synagogue?
- Through your spouse, family or children?
- From your old neighborhood?
- From your civic activities?
- From your Chamber of Commerce?
- Who enjoys your same hobbies or sports?
- Who is on your bowling team?

**You may or may not be exchanging referrals with these people, but when you introduce them to your BNI meeting and they observe the structure and see the enthusiasm and activity of the meeting, they will want to seriously look at becoming involved, and will be thankful to you for inviting them!**

### Who do you know that will make a commitment to invite?

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