

Meeting Stimulants

(#1 - #44)



Presidents: the following are presentation ideas that are fun and educational to be used during the 60-second presentations. Whenever you use one of these Meeting Stimulants, please inform the chapter that it was provided by BNI.

- # 1 Fantasy Lead
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- # 16 How Good Is Your Memory
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- # 19 Mystery Basket
- # 20 Fantasy Lead "The Sequel"
- # 21 Directory Pick-A-Word
- # 22 Winter Olympics
- # 23 Personalized License Plates
- # 24 Name That Tune
- # 25 The Memory Hook Contest
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- # 27 Fortune Cookie Presentation
- # 28 Bring Your Substitute With You Day
- # 29 Know Your Networker
- # 30 New Year's Resolution
- # 31 The One-On-One Dance Card
- # 32 Summer Olympics
- # 33 Stocking Stuffer
- # 34 Career Day
- # 35 Testimonials
- # 36 Talkin' BNI
- # 37 Favorite T-Shirt
- # 38 Positive Bombardment
- # 39 The Year Of The Penny
- # 40 MVP
- # 41 "The Survivor Island"
- # 42 "BNI Boogie"
- # 43 The Missing Link
- # 44 Bring One of Your Best Clients

#1 Fantasy Lead

Read the following story to the members of your chapter prior to their 60-second introductions. This exercise is meant to help members be more creative and provide a specific description of a particular product or service that they might offer as it relates to this scenario. Please read the following aloud:

“Richard and Lynette Miller are engaged to be married. They have scheduled their wedding for 10 months from today’s date. They have begun to discuss the specifics of the wedding but have not finalized anything at this point. They have decided to take a two week honeymoon but have not determined where.

“Their joint annual income is \$64,000. Richard is the purchasing agent for a large manufacturing firm in the city. His job requires reviewing various proposals for equipment and professional services within the organization. Lynette is self-employed as a clothing designer and manufacturer. Her firm has been in business for six years. She makes all decisions regarding administrative and marketing matters.

“Richard and Lynette have many hobbies. They like to snow and water skiing, backpacking, river rafting, and golfing. They plan to start a family as soon as possible. They are interested in saving money to help their children through college, and they plan to invest jointly after they are married.

“As a member of BNI, what services or products can you provide to help Richard or Lynette either personally or professionally? During your 60-second introduction, please describe how you can help this couple.”

#2 Cards In A Basket

With a basket or container of some sort, collect one business card from each member at the meeting before the 60-second introductions. Have everyone draw a card from the basket. Whoever’s card they draw, they will have to do that person’s sixty second introduction. Begin going around the room, having each member pull a card from the basket.

Suggestions: If the members feel particularly adventuresome, you may recommend that they not only do the person’s sixty second introduction, but act and pretend that they are that person while doing the sixty second introduction (attempting to use visual and verbal idiosyncrasies of the person they are imitating).

This exercise helps members in two ways. First, it helps them to determine how well they are getting their message to other members. Secondly, it enables their message to be communicated by a new person which makes a meeting interesting and often humorous.

#3 Pantomime Presentation

The Pantomime Presentations give members an opportunity to do something new for their 60-second introduction by doing it without words. The Pantomime Presentation is meant to introduce a new technique into your meetings and keep the agenda lively. Announce the following at your meeting:

“For the meeting next week, you will all get a chance to do your 60-second introduction without words. For example, at one meeting of BNI an interior decorator brought a big kettle to the meeting. When her turn came to do the Pantomime Presentation, she put the kettle on the table, started pulling carpet, paint, wallpaper, and fabric samples out of a bag, and put them one by one into the kettle. Then she got a big wooden ladle out and began to stir the materials all around. After a few moments of this, she reached into the kettle and pulled out and displayed an art board with the completed layout, color schemes, and photos of a beautiful home.

“Next week, I would like you to come prepared to do your 60-second introduction in pantomime. This will be a great opportunity for you to be creative and innovative.”

#4 Paper Bag Presentation

The President starts the Paper Bag Presentation by holding up a brown paper sack and announcing the following:

“This week, incorporate what you see in this bag into your 60-second introduction. Take a good look into the bag, then tell us how it relates to your own unique product or service.”

President: Start the bag around to your left, and then sit back and enjoy the fun!! As each person looks into the bag, you’ll probably hear him or her laugh. As it goes around, those who don’t know what’s in the bag will be wondering what in the world it is.

The secret? Inside the bag is a mirror, face up! As members look into the bag, “the object” they see is themselves!! All you will need to prepare for this Meeting Stimulant is a paper bag and a small cosmetic mirror.

#5 True/False Quiz Presentation

The President announces the following one meeting in advance of the True/False Quiz Presentation:

“Next week, for your 60-second introduction, prepare a three-question True/False Quiz about your business. Questions can include facts about your services or your profession in general.

“At the next meeting, during your 60-seconds, you will read your questions and take responses from the members as to whether the questions are true or false during your sixty second time period.”

This can be a very educational and informative style of presentation, revealing little-known facts about your members.

#6 Presentation Lead-Ins

Below are some Lead-In opening sentences. Choose one to use at the opening of the introductions section of the next meeting. All members must start their introductions with the same sentence chosen for this meeting and apply it to themselves. This can be saved and used for many weeks.

- *The kind of referral that works for me is...
- *The kind of referral that does not work for me is...
- *I do my best work with...
- *I'm most interested in the type of client that...
- *The three major benefits of what I do are...
- *What I do best is...
- *Clients I work with include...
- *The people I work best with are...
- *The companies I work best with are...
- *I've decided to do this because...
- *What makes me different as a (n) _____ is...
- *My special qualifications include...

#7 Tools of the Trade

Announce the following at your next meeting:

“Next week, we will be doing Meeting Stimulant #7 sent to us by BNI. This Meeting Stimulant is entitled Tools of the Trade. For your 60-second introduction, bring something you use in your occupation and incorporate it into your presentation. This item can be as large or as small as you wish.”

At the next meeting, have members use the “Tools of the Trade” they bring to further illustrate and educate others on what they do.

#8 Dances With Wolves

Announce the following to your chapter:

“Please listen to the following directions and come to our next meeting prepared to do this for your 60-second presentation.

“In the movie *Dances with Wolves*, Kevin Costner was given that name because Indians watched him chasing a wolf out in the field.

“If the Indians watched you doing your day-to-day professional activities, what would they name you, and why?”

#9 Can You Guess?

Announce that BNI has sent another Meeting Stimulant, then follow the directions below:

Give each member of your chapter a piece of paper. Ask members to:

1. Write down something they are good at that the rest of the group doesn't know.
2. Fold up the paper and put it in a paper bag.

One at a time, have a member pick out one piece of paper, read it aloud, guess who the person is, and say why. Go around the room and give everyone a chance to guess.

#10 K-NET, W-NET Radio Spot

Tell Members: next week, instead of your normal 60-second introduction, we want you to prepare a 60-second radio commercial.

Here are your guidelines:

1. The President is the morning D.J.
2. The name of the radio station is “K-NET” or “W-NET.”
3. You have exactly 60-seconds for your commercial, no more, no less, so prepare something in advance.
4. You may use sound effects, music, or other members to enhance your commercial.
5. Be creative and informative.

Good luck, and have fun.