

#11 Industry Trends

Read the following Meeting Stimulant to the members of your chapter before to their 60-second presentation:

BNI has provided another Meeting Stimulant for chapters. The Meeting Stimulant is called Industry Trends.

“During your 60-second presentation, we want you to share the latest trend that is emerging or affecting your industry. Tell us what impact it may have on the people you serve and what we might expect to see in the future.”

#12 Least Common Denominators (LCD's)

Read the following to your chapter: BNI has sent us another Meeting Stimulant. Please listen to the following directions and come to our next meeting prepared to do this for your 60-second presentation:

Break your business/profession down to its critical parts (specific products or services, selected target markets, particular benefits, etc...). Include the support material (brochure, letters, references, samples, pictures, etc...) that will support each LCD. (Have your chapter members do at least three, one for each of the next three weeks.)

1. Choose ONE aspect of your business.
2. Explain that aspect in detail.
3. If possible, use visual aids (pictures, brochures, literature, etc...)

#13 Most Unusual Thing You've Done For Work

Read the following Meeting Stimulant to the members of your chapter before their 60-second presentations:

“During your 60-second presentation, we want you to describe the most unusual thing you've done, or had to do, in your line of work, and why.”

#14 The Mad Hatter

Following is a idea to be used during the 60-second introductions that will add fun and education to your meetings. Announce the following, and have your members come prepared for the next meeting to do this presentation:

“Next week, we will be doing BNI's Meeting Stimulant #14, ‘The Mad Hatter.’ For your 60-second presentation, wear a hat that pertains to either business, a hobby, or your personal life, and incorporate it into your presentation.

“After all presentations are complete, take off your hat and pass it three members to your left. To get your hat back, you have to take the member who has your hat out to lunch!!”

#15 Pick A Partner

At your next chapter meeting, have your Visitor Host hand out the pairs of names listed below to members and visitors as they come in. We suggest that you copy the names down on labels (address labels will do if you don't have name tags) so that members can put them on. Each member is to find his or her partner and NETWORK with that person. At the end of the "Open Networking" portion of the meeting, you should sit with your partner, and before next week's meeting, you should set an appointment to meet and learn more about how to refer each other. (If your partner is a visitor, the appointment is optional.)

This exercise is to be done during the OPEN NETWORKING period of the meeting which is conducted from 7:00 to 7:15. You may want this portion of the meeting to be a little longer for this exercise. Below are some examples of "Partners":

STARSKY & HUTCH
BOGART & BACALL
FRED & WILMA
SONNY & CHER
SKIPPER & GILLIGAN
RONALD & NANCY
HECKLE & JECKLE
FRANKIE & JOHNNY

TOM & JERRY
MICKEY & MINNIE
RICKY & LUCY
BATMAN & ROBIN
DONALD & DAISY
GEORGE & BARBARA
ABBOTT & COSTELLO

#16 How Good Is Your Memory?

Read the following to the members of your chapter before their 60-second introductions:

"Each member should begin and end his or her presentation using an adjective beginning with the first initial of your first name. (Example: Dynamic Don, Positive Paula, Wonderful Wanda, etc...). Try to apply the adjective to the work that you do in their profession.

Why are you dynamic, positive, or wonderful?"

NOTE: For Presidents only! We want this to be a surprise for the members. When the second member has completed his or her 60-second presentation, ask that member to repeat the name of the person(s) sitting next to him or her. By the time you get to the fifth member, that person should be able to remember, and repeat, the last four members' names (Dynamic Don, Positive Paula, Wonderful Wanda, etc...).

#17 Ball Of Yarn

Presidents: The following is to be used during the 60 second presentations. To prepare, bring a ball of yarn with you to the meeting. Then, read the following:

“BNI has sent another Meeting Stimulant to help us ‘have a ball of yarn!’ Holding the end of this string, you should give a 60-second testimonial about BNI. What you like best about the organization, how much business you have received, and/or how you have benefited from your membership? Then, holding the end of the yarn, toss the ball of yarn to another member of your choice. This member will then repeat the process, making sure to hold onto the strand of yarn.”

Note to President: At the end of this Meeting Stimulant, you will see how the strings represent how all of you interact with one another in your chapter. As President, you should explain how individual these interrelationships are to each of the members.

#18 Apart From The Pack

The following is an idea to be used during the 60 second presentations that will be interesting and educational. Please announce the following and have your members come prepared for the next meeting to do this presentation:

“BNI Headquarters has sent us another Meeting Stimulant — it is called ‘Apart From The Pack!’

During your 60-second presentation, tell us what sets you apart from anyone else in your profession. Explain to the chapter what makes you special, unique, and/or different from your competition. Give us examples. Members can bring props or tools that they use in their profession.”

#19 Mystery Basket

Chapter President, before you leave your house to go to your chapter meeting, grab a basket and fill it with odd household items, such as children’s toys, cooking utensils, or anything else you may see as you walk out the door. During the 60-second presentations, pass the basket around the room and have each member take out an item and incorporate that item into his or her presentation.

For example: A chiropractor chooses a strainer out of the basket and says, “If you’ve strained your back, come and see me.” An architect chooses a Mickey Mouse doll and says, “We don’t Mickey Mouse around.” The psychologist takes an engineer’s hat out and says, “I can help engineer your life.”

#20 Fantasy Lead “The Sequel”

Read the following story to the members of your chapter before to their 60-second introductions. Tell the members that this exercise was sent by BNI. The exercise is meant to assist the chapters in being creative with their 60-second introductions. In addition, it allows the member to provide a very specific description of a particular product or service that they may offer as it relates to this scenario. Read the following aloud:

“Richard and Lynette Miller (from Meeting Stimulant #1) have now been married five years and have two children, Diane, age two and Richard Jr., six months old. Richard and Lynette have talked about refinancing their home to put, on, an addition now that they have a family. They purchased a car right after they got married but now need a full-sized family car.

“Their joint annual income is \$74,000. Richard has been promoted. He is now the Purchasing Director, overseeing all purchasing functions from office supplies to office equipment. Lynette’s business has really expanded in the past five years. She has secured some big contracts and is running out of space in her small office. Lynette would also like to spend more time with her children, so she needs more help at the office.

“Both Richard and Lynette know how important it is to get a good education, so they have talked about setting up some kind of savings account to put money away for their children’s college education. Lynette and Richard would really like to have a second honeymoon, but they haven’t determined where. They both have many hobbies. They like snow skiing, camping, river rafting, and golfing.

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

#21 Dictionary Pick-A-Word

President, make sure to bring a dictionary to the meeting in which you do this stimulant! Read the following aloud:

BNI has sent us another Meeting Stimulant called Dictionary Pick-A-Word.

I have brought a dictionary to the meeting this morning, and I’m going to start the 60-second introductions by opening the dictionary and picking a word, any word. Then I’m going to have the person sitting next to me use that word and incorporate it into his or her 60-second introduction. After that person is finished, he or she must pick another word and give it to the member next to him or her to us. We will pass the dictionary around the room and each of us will follow this format.