

#22 Winter Olympics

Ask this question below and have the members incorporate it into their 60-second presentations:

If you were on the U.S. Winter Olympic team, what sport would you play, and why? Incorporate this into your 60-second presentation.

Example: A hair stylist chooses Aerial Ski Jumping and says, (It would be a hair-raising experience.) A florist chooses Ice Skating and says, (It's artistic, fresh, and always good quality.)

#23 Personalized License Plates

Ask the question below and have the members write down on a sheet of paper their personalized license plate frame, hold it up, and incorporate it into their 60-second presentations:

If you had to create your own personalized license plate frame, what would it say, and how would it relate to your business?

"Please read it aloud to members."

Examples:

ICU4DK - Dentist

SKNYDIP - Pool Builder

GOAWAY - Travel Agent

TOETRUK - Podiatrist

DOUREAD - Book Store

DEBTDR - Collection Agent

#24 Name That Tune

Please read the instructions below.

Next week, instead of your normal 60-second introductions, we want you to prepare a 60-second Name That Tune commercial. At the next meeting, each of you must stand and incorporate a song into your introduction by either playing it or singing it. The song must in some way describe your profession or some aspect of what you do.

"Here are some examples:"

<u>Profession</u>	<u>Song</u>
CPA	"I'm the Tax Man" (Beatles)
Cleaning Service	"Dust in the Wind" (Kansas)
Attorney	"Jail House Rock" (Elvis)
Personal Trainer	"Let's Get Physical" (Olivia Newton John)
Travel Agent	"On the Road Again" (Willie Nelson)
Gardener/Landscaper	"Evergreen" (Barbara Streisand)
Skin Care Consultant	"I've Got You Under My Skin" (Frank Sinatra)

#25 The Memory Hook Contest

First, you need to announce to the chapter that they are going to have a Memory Hook Contest. Second, explain that everyone must come up with a memory hook in order to do this, and that the contest should run for four to five weeks. This will give members a chance to create a good memory hook memorize it by repetition. Third, at the end of the contest the President passes around sheets of paper to each member and gives them about five minutes to write down as many memory hooks as he or she can remember.

President, coordinate with the chapter to provide two prizes for the two winners of the contest. Whoever remembers the most memory hooks should get a prize, and the person whose memory hook is most remembered should get a prize.

#26 The Candy Bar

Presidents, you will need to announce this one week in advance. Have every member be prepared to bring a candy bar to next week's meeting that can used or incorporated into his or her 60-second introductions. At that meeting every one needs to stand up and incorporate their candy bar into their sixty seconds.

For example: A financial planner chooses a Payday and says, "Each Payday you have to put little bit away." A pre-paid legal service chooses a Mounds bar and says, "I have Mounds of legal information for you."

#27 Fortune Cookie Presentation

Bring a bag of fortune cookies to the meeting. Announce that “during the 60-second introductions we are going to do something different.” Place the cookies in a basket. Don’t pass out the cookies beforehand. Start the 60-second introductions with yourself. Take a cookie out of the basket and incorporate your fortune into your presentation. When you are through, pass the basket to the member sitting next to you.

#28 Bring Your Substitute With You Day

President announces BNI Headquarters has sent us another Meeting Stimulant; it is called “Bring Your Substitute With You Day.”

All our members at one time or another have had this dilemma: “Who can substitute for me when the time comes that I can’t attend my BNI meeting?” This meeting stimulant is designed to help our members “dig the well before they need the water!”

President continues:

“Two weeks from today, we will be using a Meeting Stimulant called ‘Bring Your Substitute With You Day.’ You now have two weeks to locate the person who will attend the meeting on your behalf when you can’t be here. Bring him or her with you to our meeting in two weeks. Please plan to have your substitute do YOUR 60-second commercial for you on that day! (If you like, your substitute can even dress, act or impersonate the member they’re representing!)”

VERY IMPORTANT: To ensure members' participation and success, next week the President should remind the members about this again by stating things like:

For Example:

“This activity helps the members in a number of ways:

“It doubles the size of our group and adds renewed interest and enthusiasm to the meeting.

“It helps every member establish and train their substitute.

“It increases the number of referrals as the substitutes involve themselves in the referral giving.”

It’s a win-win situation; have fun with it!

EXAMPLES OF SUBSTITUTES:

1. Associate
2. Secretary/ Office Staff
3. Client
4. Friend
5. Spouse/Partner

#29 Know Your Networker

NOTE: President makes sure to have a basket with every MEMBER'S business card in it.

President announces:

“Two weeks from now (DATE) we will be following up on a Meeting Stimulant that we are going to start today. I'm going to pass a basket full of members' cards around the room. Please reach in and grab a business card (not one of your own). Within the next two weeks we would like for you to meet with the member whose business card you took for lunch at their place of business to learn more about their occupation.

“On (DATE) you will be asked to do that member's 60-second commercial. We feel that this is a great way to get to know your fellow members. I would like to encourage you to also use props when doing the 60-second commercial. For example, if you met with the general contractor, your prop could be a tool belt.”

#30 New Year's Resolution

Directions: At your next meeting, ask your members to incorporate into their 60-second presentation their New Year's Resolution for the following year. Have them share at least one professional and personal goal. Ask them to state the ways that they will achieve their New Year's Resolution and how, if appropriate, the chapter can help them achieve their goal.

#31 The One-on-One Dance Card

Directions: At your next meeting, have your Visitor Host direct each member to the One-on-One Dance Cards, which should be arranged on a table. During the first 15 minutes of open networking, have the members complete the Dance Card by filling in appointments with the names and times of those members that they would personally like to meet with. After you have filled your Dance Card, take the opportunity over the following week(s) to follow up with your appointments. This is just another way for members to learn more about each other's businesses. If members understand what services they each have to offer, then it will assist them in referring business.

#32 Summer Olympics

Directions: Ask the question below and have the members incorporate it into their 60-second presentations:

If you were on the U.S. Summer Olympic team, what sport would you play and why? Incorporate this into your 60-second presentation.

Example: A moving company chose boxing and said, “our boxing is a knockout!” A plumber chose diving and said, “we don't mind diving into our work.”