

<u>Pace</u>	<u>Agenda Item</u>
7:00	1. Open networking
7:14	2. Meeting begins. <i>-- Good morning, BNI!</i> <i>-- Welcome to the Enterprise Chapter.</i> <i>-- Please turn off your cellphones.</i> <i>-- Welcome visitors and qualified substitutes by name (from list)</i> <i>-- Leadership team stands and introduces themselves</i>
7:16	3. Purpose and Overview of BNI
7:17	4. Network Education
7:22	5. Announce BNI Network Leaders
	6. Pass business card file to the left
7:23	7. Welcome new and all renewing members to BNI
7:25	8. Sales manager presentations and Speaker Award
7:55	9. Welcome Visitors to BNI. Members introduce them.
7:56	10. Vice President report
7:58	11. Membership Committee report
7:59	12. Secretary/Treasurer announces speaker rotation
8:00	13. Showcase presentations – 8 minutes
8:17	14. Referrals and testimonials
8:24	15. Referral reality check
8:25	16. Secretary/Treasurer's Report
8:27	17. Thanks to visitors and have them meet with a Visitor Host now.
8:28	17. BNI Announcements, reminders, special reports
8:29	18. Door prizes for members bringing visitors or referrals
	19. Sunshine Fund drawing.
8:30	20. Close meeting <i>--Turn your cellphones back on</i> <i>-- Feel free to network for a few minutes</i> <i>-- Closing inspirational quote</i> <i>-- Meeting is adjourned.</i> <i>-- President conducts new member orientation</i>