

# BNI®

## The BNI Game



### Strategic Moves Make Chapters Grow

When Summer beckons those vacation sirens may become all too tempting to keep your business head on. Unfortunately, those in slow down mode without a strategy might feel a painful after effect in the fall.

Chapters who play The BNI Game (Chapter Tool Kit) know that by putting the fun in fundamentals they have the key to chapter growth and retention. They keep everyone focused on BNI business and have a little fun in the process too. Not to mention a game end party for all!

For increasing membership and the quality and/or quantity of referrals, and when you're ready for a little more play the BNI Game.

A few simple rules:

2 or 3 teams made of an equal number of members and a Captain in each team. .  
Follow the BNI Game plan for scoring point values listed in your Chapter Tool Kit.

How to score points for the team:

- your visitor joins\* +10
- you bring a visitor
- you have a written testimonial

- you have more than 1 external referral
- you had a one-to-one with another member

Can I lose points:

- being absent without a substitute
- I forgot my badge
- I forgot a door prize for my 10 minutes

\*Special Bonus: When your visitor joins, they also join your team!

ALWAYS make sure the teams add up the number of points they have generated and announce their scores weekly so as to inspire a little competitive spirit among the members. Keep it fun!

How to get extra weekly surprise bonus points:<sup>[L]</sup><sub>[SEP]</sub> *The whole idea of “surprise bonus points” is to catch members in the act of doing something GOOD, so please do not reveal this list to your members; keep it a secret and have the President randomly pick a different one each week.*

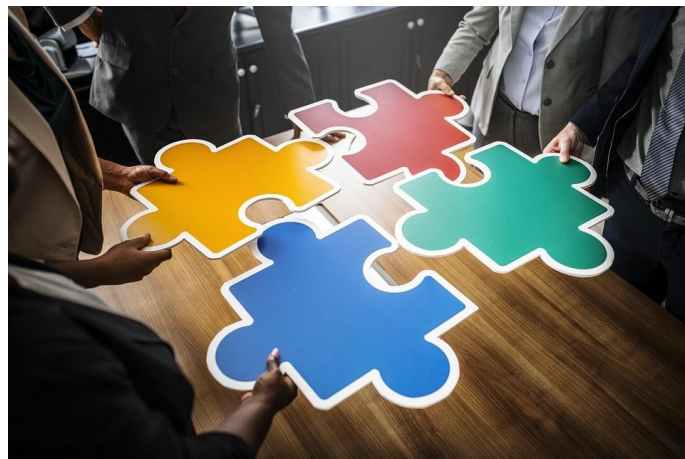
Suggestions:

1. If you're wearing a name badge, score 1 extra bonus point.
2. If you've met with another member over lunch or coffee for business this week, score 1 extra <sup>[L]</sup><sub>[SEP]</sub> bonus point.
3. At this meeting, if you're sitting next to someone you haven't sat next to before, score 1 extra <sup>[L]</sup><sub>[SEP]</sub> bonus point.
4. If you brought brochures or products to today's meeting, score 1 extra point.
5. If you have your BNI business card file with you now, on the table, score 1 extra bonus <sup>[L]</sup><sub>[SEP]</sub> point.
6. If you brought a referral today and it's not a member to member referrals (that is, an outside <sup>[L]</sup><sub>[SEP]</sub> referral), score 1 extra bonus point.

You may wish to create other ways to get surprise bonus points; these are just a few to get you started!



## GAME 2: BNI POSITIVE ACTION GAME



### Overview

The game will run for five months weeks, from **March to July 2022**.

The rules of the game are fairly straight forward. The members within a team are encouraged to work together to accrue points through positive actions such as inviting visitors, punctuality, wearing their pins and producing written testimonials for other members. Members also risk losing points for things like forgetting pins, lateness or absence. You can view the details of the point system and rules below.

The game coordinator is ..... and he / she will keep a close eye on the tally. At the end of the eight weeks the **winning team will be awarded with a prize of N25,000**.

A word from BNI Expert; “Remember, it may be a N25,000 cash prize now...but if the right visitor enters the room it could open big doors for your business.”

Remember you owe it to your team to win points. The more committed you are to the game the higher the chances for your team.

Good luck and may the best team win.

## Teams

BNI members may be split into five teams (or you may opt to use your POWER TEAMS). Example of teams are as follows:

- **Red team** – Rachel, Ben, Caroline and Natalie.
- **Blue team** – Paul, Michael J, Susan, Ian and Amina **OR**
- **You may choose to you the power teams format instead**

## Points System

Points Added	Points Assigned
Top 5 Vacant Categories visitor invited	5 points
Top 5 Vacant Categories visitor joins	10 points
Visitor invited	3 points
Visitor Joins	6 points
Internal referral passed	1 point
External referral passed	2 points
Written Testimonial presented WITH copy to L.Team	1 point
1 -2 – 1 (Limit of 2 points per member per week)	1 point

Points Deducted	Points assigned
Late for start of meeting	-2 points
Absent without a substitute	-4 points
Forget Door prize	-3 points
Forget your badge	-1 point
Forget your Pin	-1 point

## Rules

- If a person joins the chapter during the game but not invited by anyone at the BNI Chapter then they will join the team with the least amount of members. If there is a tie for least number of members, they will join the one with the most amount of game points.
- If a person invited by the chapter joins our BNI group they become a member of the team that invited them no matter what the size of the team.
- Only 2 points per member can be received for one to ones with another member each week.
- If any team drops below 4 members they will receive a +3 point subsidy each week for the duration of the game. If a new member joins they will still maintain this subsidy as being short of an original member.