

## “RATE YOUR CHAPTER”

This exercise is designed to help you determine if your chapter is doing everything it can to ensure its success. Take a few moments and find out how your chapter is doing. Please answer each question using the point system below. Then review the key located at the end of the exercise.

**NEVER**  
**0**

**SELDOM**  
**1**

**OFTEN**  
**2**

**ALMOST ALWAYS**  
**3**

**ALWAYS**  
**4**

- \_\_\_\_\_ 1. Does your chapter Leadership Team arrive to set up literature and/or plan that day's meeting in advance?
- \_\_\_\_\_ 2. Does the Visitor Host(s) arrive early and wait by the door to greet visitors as they arrive and introduce them to members?
- \_\_\_\_\_ 3. Is a brochure table set up with networking material and members' literature for members and visitors to use?
- \_\_\_\_\_ 4. Do members wear their name badges?
- \_\_\_\_\_ 5. Do members arrive at the meeting on time?
- \_\_\_\_\_ 6. Do members do the networking exercises (not net-sit or net-eat) the first 15 minutes?
- \_\_\_\_\_ 7. Is the formal part of the meeting started punctually?
- \_\_\_\_\_ 8. Is time (4 to 5 minutes) given for the networking education?
- \_\_\_\_\_ 9. Does the business card box go around each week so members may replenish their cardholders?
- \_\_\_\_\_ 10. Does the President personally introduce and welcome new members with a membership packet and ask them to stay after the meeting for an orientation?
- \_\_\_\_\_ 11. During the Sales Manager Minutes, do all members give a new bit of information each week about their business or product, case studies, specials, or examples of good referrals (in other words, are they breaking their business down to their Lowest Common Denominators or LCDs)?
- \_\_\_\_\_ 12. Are visitors welcomed and introduced properly during the meeting so they feel comfortable and would want to come back, and are they asked to stay after the meeting for an orientation?
- \_\_\_\_\_ 13. Does the Vice President review the monthly average of referrals and visitors for the chapter?
- \_\_\_\_\_ 14. Does the Secretary/Treasurer review the speaker rotation for the next six weeks?
- \_\_\_\_\_ 15. Is the Secretary/Treasurer's introduction of the speaker thorough and informative?
- \_\_\_\_\_ 16. Is the speaker obviously prepared for his/her presentation?
- \_\_\_\_\_ 17. During the referrals portion of the meeting, do the members give a referral, a testimonial, or a thank you and begin their presentation with "I have...?"
- \_\_\_\_\_ 18. Is the speaker bringing a door prize, and if so, is it something that shows some forethought?
- \_\_\_\_\_ 19. Does your Secretary/Treasurer give a report letting people know when their dues are up and letting visitors know how to join?
- \_\_\_\_\_ 20. Does the Vice President/Membership Committee update members regarding professions still needed in the chapter, pending applications, policies, and the function of the Membership Committee?
- \_\_\_\_\_ 21. Does the meeting end promptly on time?
- \_\_\_\_\_ 22. Are orientations of new members and visitors conducted?
- \_\_\_\_\_ 23. Are *SuccessNet* articles discussed by the Leadership Team or the general membership at meetings after each quarterly issue is e-mailed to members?
- \_\_\_\_\_ 24. Is your chapter using the available meeting stimulants, worksheets, and exercises?
- \_\_\_\_\_ 25. Is your chapter a positive and supportive place to be?

\_\_\_\_\_ **TOTAL POINTS**

### Point Key

**91-100 Points** = Your chapter deserves a standing ovation or a "Founder's Award." You're in the top 5% of all the chapters in BNI.

**81-90 Points** = Everyone in your chapter should be proud; few chapters are this good. You are one of the best chapters in BNI.

**71-80 Points** = Members and Leadership Team can be pleased; your chapter understands and uses "The Basics" of networking in this organization.

**61-70 Points** = Your chapter needs improvement. It's just getting by.

**50-60 Points** = Your chapter may be terminal unless you seek help immediately from your Director.

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