

BNI Alberta South Chapter Business Plan 2024

Becoming an effective team and chapter builder.

Dear Leaders,

Thank you so much for taking the time to complete this form as you conduct your chapter planning session. This will be a vital tool for us to help you reach your goals as a chapter.

Your main focus as the President for the coming year will be to help engage your chapter's members in the overall growth of your chapter. As we know in BNI, overall growth of a chapter is key to success. The larger the chapter, the more success the members experience. The more success the members experience - the more they renew!

Please take the time to work through these questions. Your regional team is committed to helping your chapter benefit maximally from all that BNI has to offer. We look forward to working with you.

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Chapter name: _____

Chapter President's Name: _____

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- ❖ Have each individual member share their top learnings from their BNI Business Builder training. As a group, identify three (3) of those items that you consider to be top priorities for your chapter this term.
- ❖ What your chapter's vision? How do you see your team impacting the lives of your members and your community 3-5 years from now? (If your chapter has a vision statement, take some time to review it. Does it still resonate with your current members or do you need to update it)
- ❖ Based on your work with the Chapter Growth WIG Worksheet from the January Roundtable, what is your chapter's WIG Target for 2024?
 - Net +4
 - Net +5
 - Net +8
 - Net +12
- ❖ Based on your Chapter's Target WIG, how many visitors does your chapter need to bring every month?
 - 4
 - 8
 - 12
 - 16 or more

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- ❖ Based on your chapter's overall engagement, in terms of chapter growth, how confident do you feel that your chapter will reach its growth goals.
 - Extremely Confident - all members are engaged and ready to grow!
 - Somewhat Confident - some members require a certain amount of educating and/or mentoring.
 - We have a steep hill to climb in terms of chapter engagement surrounding participation in chapter growth. Numerous members require education and/or mentoring.
- ❖ What are some steps you can take to begin engaging all your members and help them see the benefits of chapter growth? Let's remember to utilize your entire support team.
- ❖ What is your current chapter Traffic Lights Score?
- ❖ What is your target chapter Traffic Lights score for the end of your term?
- ❖ What is the total percentage of your chapter members currently in green?
- ❖ What percentage of your chapter members will you like to see in green by the end of your term?
- ❖ After reviewing the status of your chapter's members performance, identify the members that can be helped immediately.
- ❖ In your opinion, what are your 3 biggest challenges as a chapter in your bid to accomplish the goals you set above?

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- ❖ Review the list of BNI Chapter Goal Mechanisms and agree on 2-3 that you can begin implementing as soon as you begin your new role.
- ❖ We strongly encourage your chapter host 2 visitors' days during your term. Please select a date for your first visitors' day within the next 3 months.
 - This will enable the BNI regional office work to support you by setting up social media and email campaigns to promote your event.
 - If applicable, your Chapter Anniversary is a great opportunity to invite previous visitors, previous members, and new prospects to celebrate your team.
 - You chapter ambassador will be the speaker at this event.
- ❖ How else can your regional ambassador help you? Please share any thoughts or suggestions below.