

Membership in this group is intended for the unemployed job-seeker who is willing to act as substitute for a BNI member who must miss his/her weekly meeting. In exchange for providing this valuable service, the job-seeker gets the opportunity to network with a group of businesspeople in a welcoming yet structured setting.

REQUIRED:

1. Email your BNI sponsor to:
 - a. Confirm date, time, & location of meeting.
 - b. Let them know you received their written Manager Minute (their "elevator speech" that you will read on their behalf). Bring this with you to the meeting!
2. Dress professionally. Members typically wear everything from dress business to business casual.
3. Arrive on time. The first 15 minutes or so is designated for networking, but this is an important part of the meeting.
4. Sign in and introduce yourself to the president.
5. When the members go around the room and give their Manager Minute, stand and read your sponsor's written Manager Minute when it's your turn.
6. After all members have gone, they will start around the room once more for all the visitors and subs to take a turn. Stand and give your own elevator pitch when it's your turn. It's fine to have it written on a notecard for your reference. (Note: There should be one additional round when you can give comments and offer to sub again.)

RECOMMENDED:

7. Wear a name tag.
8. Bring your business cards to pass around the room. Bring at least 40-50; don't be surprised if everybody takes one.
9. Bring a few copies of your résumé. It is poor etiquette to pass out résumés. Have one on hand only in case someone asks to see it.
10. Prepare a short list of company names and/or individuals you would like to meet. The more specific you are, the more likely you are to get results.
11. Take notes.
12. Announce during the final round that you would like to sub again (if you are willing). You may get a request before you leave the meeting!

If you have any questions, contact Ellen Kowalski
EllenKowalski@gmail.com or (410) 610-1455.