



### **BNI Founding Region 4 Star Ribbon Qualification Form**

To qualify for the 4 Star Ribbon, you must attend all four (4) of the following **Advanced Member Success Program (MSP) workshops and the Basic MSP during a 12-month period.** Please note that **BASIC MSP must be completed prior to attending your first Advanced MSP training.**

#### **Advanced MSP Workshop Courses**

**Profitable Introductions** – This workshop will define the Purpose of a Profitable Introduction, identify and address Barriers to Overcome, and help you Define Your Business and Your Lowest Common Denominators (LCDs). You will begin actual construction of more impactful Profitable Introductions and practice them in a group setting, and produce a small, improved ‘SMM arsenal’ to bring back to your chapter for immediate use.

**Effective Keynote Presentations** - The purpose of this workshop is to use your LCDs to develop highly impactful 6/8/10 Minute Keynote Presentations. You will learn the Dos and Don’ts that can make, or break, a good presentation. You will participate in the actual construction of a Keynote Presentation that you can polish and practice for your next keynote speech in your chapter, using a recommended Presentation Flow Chart to design a powerful presentation. Included are tips on how to Market to build an audience of visitors to hear you speak.

**Referral Mindset** - The purpose of this workshop is to help the members understand the difference between a referral and a lead, how to receive consistent referrals at a higher level, and how to develop the proper “referral mindset” so that they can build their referral businesses.

**Effective One to One Meetings** – The purpose of this workshop is to help the members understand how they can have more effective and productive one to one meetings.

#### **ONCE YOU HAVE COMPLETED THE ABOVE 4 WORKSHOPS AND BASIC MSP FOLLOW THE STEPS BELOW**

- 1: COMPLETE THE FORM BELOW AND RETURN IT TO YOUR CHAPTER DIRECTOR FOR REVIEW.
- 2: YOUR DIRECTOR WILL THEN REVIEW AND VERIFY THE INFORMATION.
- 3: MEMBER WILL RECEIVE THEIR 4 STAR RIBBON FROM THEIR CHAPTER DIRECTOR.

<b>COURSE NAME</b>	<b>NAME OF TRAINER</b>	<b>DATE ATTENDED</b>
<b>Member Success Program (MSP)</b>		
<b>Weekly Presentations</b>		
<b>Feature Presentations</b>		
<b>Referral Mindset</b>		
<b>Effective One-to-One Meetings</b>		

Name: \_\_\_\_\_ Chapter Name: \_\_\_\_\_

Your Signature: \_\_\_\_\_ Date: \_\_\_\_\_

PLEASE CONTACT YOUR CHAPTER DIRECTOR WITH ANY QUESTIONS