



# BNI<sup>®</sup> Business Booster Series

**To: BNI Members, Directors, and Global Support Team**

**Date: September 24<sup>th</sup>, 2020**

**Re: BNI's Business Booster Series**

BNI's Business Booster Series offers 2+ webinars each week designed to support Members with business continuity tips and personal & professional connectivity. This program is draft and will evolve and improve over time to better serve your needs.

Over the course of the program, BNI's Global Support Team will host 50-minute webinars open to all BNI Members globally. We'll have 30 minutes of presentation followed by 20 minutes of open Q&A for those on the line to interact directly with the presenter. The presentation sections of these webinars will be recorded and made available to all BNI Members on BNI U. Live participation registrations space is limited, so be sure to register early for the sessions you'd like to attend using the links below.

Content is curated to aid Member engagement and help you get the most out of your BNI Membership as Chapter meetings have moved to the bni online™ format. Topics will range from BNI-specific content leveraging online platforms to general business management tips and guidance on sustaining business during this time for our professional community of BNI Members.

Effective May 4<sup>th</sup>, 2020, we opened up the live webinars to all BNI Members & Directors as well as to "Friends of BNI" – this group includes all of your colleagues, customers, team members, vendors, friends or family who may also benefit from this content. Feel free to send this document to your "Friends of BNI" to invite them to join us for these value-packed sessions.

#### Upcoming Webinars:

Week 29 – October 1<sup>st</sup> @ 4 pm ET

#### **Leading From Within: All the Change You Want, Begins Within**

- Presenter: Lilly Wang, Business Coach
- Register [here](#)

Week 30 – October 6<sup>th</sup> @ 9 am ET

#### **Empowering Leaders to Tackle Today's Biggest Business Challenges**

- Presenter: Agnesia Agrella, Business Architect for Symetize
- Register [here](#)

Week 30 – October 8<sup>th</sup> @ 4 pm ET

#### **How to Double Your Close Ratio with Just Two Questions**

- Presenter: James Muir, Founder & CEO of Best Practice International and Author of *The Perfect Close*
- Register [here](#)

Week 31 – October 15<sup>th</sup> @ 9 am ET

#### **Mastering the Sales Conversation**

- Presenter Nikki Rausch
- Register [here](#)





Week 32 – October 20<sup>th</sup> @ 9 am ET

**Rule the World: Sell More with Story**

- Presenter: Paul Furlong, Creative Director for Opus Media
- Register [here](#)

Week 33 – October 29<sup>th</sup> @ 4 pm ET

**Be the Honey, Not the Fly**

- Presenter: Colin Sprake, Founder & CEO of Make Your Mark
- Register [here](#)

Week 34 – November 5<sup>th</sup> @ 4 pm ET

**Identify Your Business Blindspot: Understanding your Enneagram to Avoid Potential Pitfalls**

- Presenter: Tabitha Danloe, Founder & CEO of The Divine Sophia
- Register [here](#)

Week 35 – November 11<sup>th</sup>-14

**BNI's 2020 Global Convention – Powered by BNI**

- Keynotes = John Maxwell, Seth Godin, Lisa Nichols and Ken Honda
- Register [here](#)

So how can you get the most out of these webinars? Here are a couple action items that will help lead to your increased success. With each webinar, be sure to complete the following steps to get the most out of the session:

1. Register for the webinar using the links above and mark your calendars for the date and time.
2. Have an open notebook and pen with you during the session to take notes.
3. Come prepared with questions on the topic to ensure you get your questions answered.
4. Follow up with the webinar recording on BNI U to revisit any of the topics covered and share with your fellow BNI chapter members.

Be sure to carefully review BNI Alerts, BNI Wires and other messaging from BNI Global to get the most updated version of this agenda each week.

More than anything, BNI is committed to helping you bolster your business at this time and set yourself up for the best possible outcome. We hope these webinars are just one way to help you find success – big or small – during this time.

Completed Topics

✓ **You Don't Have to Stop Networking, Just Do It Differently**

- Presenter: Dr. Ivan Misner, Founder & Chief Visionary Officer
- Access recording [here](#)

✓ **The 5 C's to Confidently Navigate COVID-19**

- Presenter: Graham Weihmiller, CEO
- Access recording [here](#)

✓ **Conducting Meaningful One-to-Ones Online: How to Build Relationships During a Time of Social Isolation**

- Panel Discussion: Russ Sawdon, UK Executive Director; Steve Tannuzzo, US Director Consultant; and Jonathan Chua, Singapore CORE Director
- Gina Herald, Director of Global Training, to facilitate
- Access recording [here](#)

✓ **Optimizing Your bni online™ Meeting: Ensure You're Engaged and in the Right Mindset & Set-Up**

- Panel Discussion: Dan Haggerty, President of Global CORE; YP Lai, Thailand & Philippines National Director; and Mark Gibson, Spain CNM National Director
- Gina Herald, Director of Global Training, to Facilitate
- Access recording [here](#)





- ✓ **How to Invite Quality Visitors to Your bni online™ Meeting**
  - Panel Discussion: Tim Roberts, US Executive Director; Bharat Daga, India Executive Director; and Emily Sloyer-Galindo, US Regional Director
  - Gina Herald, Director of Global Training, to Facilitate
  - Access recoding [here](#)
  
- ✓ **Accessing All Elements of Your BNI Membership: How BNI Can Help You Now More Than Ever**
  - Presenter: Dan Haggerty, Global CORE President
  - Access recording [here](#)
  
- ✓ **Discipline and Focus: Practical tools/ideas for navigating the chaos**
  - Presenter: Verne Harnish, CEO of Scaling Up
  - Access Recording [here](#)
  
- ✓ **Creating Captivating Weekly Presentations for bni online™: 30-seconds Resulting in Your Success**
  - Presenter: Harmony Widman, US CORE Director
  - Access Recording [here](#)
  
- ✓ **5 Ways Businesses Thrive in Uncertain Times**
  - Presenter: Robert Skrob, author of *Retention Point™*
  - Access Recording [here](#)
  
- ✓ **Perfecting your Feature Presentation in Your bni online™ Meeting**
  - Panel Discussion: Hemu Suvarna, India Regional Director; Jenni Butz, US Regional Director and Dave van Klingeren, Netherlands + Flemish Belgium CORE Director
  - Gina Herald, Director of Global Training to Facilitate
  - Access Recording [here](#)
  
- ✓ **Leading With Love in a Time of Fear**
  - Presenter: Steve Farber, Founder of Extreme Leadership Institute
  - Access Recording [here](#)
  
- ✓ **Referrals Are Easier Now Than Ever**
  - Phil Berg, ED in the UK
  - Access Recording [here](#)
  
- ✓ **How to Deliver Quality Referrals Online**
  - Panel Discussion: Peter Higgs, UK Executive Director; Michael Mayer, Germany & Austria National Director; Harmony Widman, US CORE Director
  - Gina Herald, Director of Global Training, to Facilitate
  - Access Recording [here](#)
  
- ✓ **Create Your Success Plan + Move to Action**
  - Presenter: Graham Weihmiller, CEO
  - Access Recording [here](#)
  
- ✓ **How to Leverage Your Power Team Now More than Ever: The Built-In Support System for Your Business**
  - Panel Discussion: Mac Srinivasan, Global President of CRCs; Jen Tolley, US Regional Director and Meaghan Chitwood, President of Franchised Countries
  - Gina Herald, Director of Global Training, to Facilitate
  - Access Recording [here](#)





- ✓ **How to Survive and Thrive Through this Economic Crisis**
  - Presenter: Brad Sugars, CEO of ActionCOACH®30
  - Access Recording [Here](#)
  
- ✓ **Become a Networking Mentor to Fortify Your Business Relationships**
  - Presenter: Dr. Ivan Misner, Founder & Chief Visionary Officer
  - Access recording [here](#)
  
- ✓ **How to Get the Most Out of Your BNI Connect® Access**
  - Presenter: Jeremy Walsh, BNI Connect Support Director
  - Access Recording [here](#)
  
- ✓ **Leveraging Online Applications in Your Chapter**
  - Presenter: Meaghan Chitwood, Global President of Franchised Countries
  - Access Recording [here](#)
  
- ✓ **Build Your Value Creation Journey**
  - Presenter: A.J. Wasserstein, Professor at Yale University
  - Access recording [here](#)
  
- ✓ **Stepping Up Into a Leadership Position in Your Chapter**
  - Presenter: Gina Herald, Director of Global Training
  - Access Recording [here](#)
  
- ✓ **How to Succeed Without Adding More to Your To-Do List**
  - Presenter: Lois Weinblatt, Founder of True North Visionaries
  - Access Recording [here](#)
  
- ✓ **Leverage BNI U for Your Success: Lifelong Learning Delivered Straight to Your Computer**
  - Presenter: Gina Herald, Director of Global Training
  - Access Recording [here](#)
  
- ✓ **Mapping Your Leadership Vision: Clarify & Create What You Want**
  - Presenter: Marcia Wieder, Founder & CEO of Dream University
  - Access recording [here](#)
  
- ✓ **How Do You Keep Your Customers in a Crisis: And Find New Ones Too!**
  - Presenter: Robbie Kellman Baxter, Author of *Membership Economy* and *The Forever Transaction*
  - Access Recording [here](#)
  
- ✓ **What Now? Finding Post-Pandemic Possibilities**
  - Presenter: Mike Rayburn, International Keynote Speaker
  - Access Recording [here](#)
  
- ✓ **3 Ways to Ignite Your Resilience & Inspire Your Business**
  - Presenter: Dr. Oudi Abouchacra, co-ED in Abu Dhabi
  - Access Recording [here](#)
  
- ✓ **Sell More in Challenging Times: Believe. Act. Win.**
  - Presenter: Andy Bounds, International Sales Expert
  - Access Recording [here](#)





- ✓ **Being a Thoughtful & Intentional Entrepreneur During COVID-19**
  - Presenter: Professor Bill Sahlman, Harvard Business School
  - Access Recording [here](#)
  
- ✓ **Tough Conversations for Team-Building, Retention and Profit *with Live Demo***
  - Presenter, David Wood, Tough Conversations Ninja
  - Access recording [here](#)
  
- ✓ **Experimentation Works – The Surprising Power of Business Experiments**
  - Presenter: Professor Stefan Thomke, Harvard Business School
  - Access Recording [here](#)
  
- ✓ **Maximizing Productivity While Working from Home**
  - Presenter: Megan Taylor Morrison, Founder of The Thriving Creator & CEO of MTM Coaching
  - Access Recording [here](#)
  
- ✓ **You've Got This: 5 Strategies to Manage this Crisis Better and Emerge Better Off**
  - Presenter: Margie Warrell, Author of *You've Got This: The Life-Changing Power of Trusting Yourself* and 4 other best-selling books
  - Access Recording [here](#)
  
- ✓ **5 Ways Smart Leaders Develop Resilience to Grow Through Difficult Times**
  - Presenter: Dawa Tarchin Phillips, Founder & CEO of Empowerment Holdings
  - Access Recording [Here](#)
  
- ✓ **Resilience, It's Not About Bouncing Back: How Leaders and their Organizations Can Build Resilience in the Midst of Disruption**
  - Presenter: Jennifer Eggers
  - Access Recording [here](#)
  
- ✓ **Get Pivot-Ready: Strategies for Returning to the "New Abnormal" Better Than Before**
  - Presenter: Adam Markel, CEO of More Love Media, Inc & Best-Selling Author
  - Access Recording [here](#)
  
- ✓ **Garage to Global, the Lessons I've Learned in Scaling a Business**
  - Presenter: Dr. Ivan Misner, BNI's Founder & CVO
  - Access Recording [here](#)
  
- ✓ **The Marketing & Sales Partnership to Revenue Success**
  - Presenter: Frank de Raffeale, National Director for BNI USA
  - Access Recording [here](#)
  
- ✓ **Intuitive Decision-Making**
  - Presenter: Megan Taylor Morrison, Founder of The Thriving Creator & CEO of MTM Coaching
  - Access Recording [here](#)
  
- ✓ **Get Twice as Much Done, and Do What Matters**
  - Presenter: David Wood, Tough Conversations Ninja
  - Access Recording [here](#)
  
- ✓ **It's No Longer Business As Usual: Operating in a World with COVID-19**
  - Presenter: Dale Buckner, CEO of Global Guardian
  - Access Recording [here](#)





- ✓ **5 Secrets to Reclaim Your Energy & Attract Clients Now**
  - Presenter: Anna S. Choi, Conscious Business Coach
  - Access Recording [here](#)
  
- ✓ **Building Opportunity Through Social Capital**
  - Presenter: P Mohamed Shabeeb, ED in BNI Qatar & Founder of ZNex Life
  - Access Recording [Here](#)
  
- ✓ **The Digital Journey: How to Stop Sending Business to Your Competition**
  - Presenter: Matthew Kennedy, President & CEO of Honing Steel
  - Access Recording [Here](#)
  
- ✓ **How to Quickly Take Off in the New Normal**
  - Presenter: Rajesh Nagjee, C-level Mentor & Coach
  - Access Recording [here](#)
  
- ✓ **How to Consciously Lead Your Business Through Today's Economic Environment**
  - Presenter: Tom Eddington-Taos, President & Founder of Impact Effect Network
  - Access Recording [Here](#)
  
- ✓ **Maximize Your Potential to Maximize Your Profit**
  - Presenter: Chris Hughes, Founder & CEO of the Hughes Company
  - Access Recording [here](#)
  
- ✓ **Pivot Your Business: Identifying Key Opportunities for Growth**
  - Presenter: Diane Boorman, Business Enabler & Growth Accelerator
  - Access Recording [here](#)
  
- ✓ **The Principles of Personal Responsibility**
  - Presenter: Matt Sweetwood, CEO of LUXnow and Author of "Leader of the Pack"
  - Access Recording [here](#)
  
- ✓ **The Success System that Never Fails**
  - Presenter: Jack Canfield, CEO of the Canfield Training Group + Co-Author of the *Chicken Soup for the Soul®* Series
  - Access Recording [here](#)
  
- ✓ **The One Thing You Need to Do to Get Way More Clients With Less Effort**
  - Presenter: Raymond Aaron
  - Access Recording [here](#)
  
- ✓ **Finding Clarity in the Chaos: Leveraging Your Values for Grounded Alignment**
  - Presenter: Kathleen Seeley, Coach, Educator and Speaker with The Seeley Group Consulting Inc.
  - Access Recording [here](#)
  
- ✓ **Outthinking COVID**
  - Presenter: Kaihan Krippendorff, Founder of the Outthinker Strategy Network
  - Access Recording [here](#)
  
- ✓ **The Best Investment You Can Make to Grow Your Business**
  - Presenter: Janine Hamner Holman, Founding Partner & CEO of J&J Consulting Group
  - Access Recording [here](#)





- ✓ **Learn from the Best! Digital Marketing Panel with Global Experts**
  - Presenters: Laura Meyer, CEO & Founder of Joybrand Creative; Meena Srinivasan, Founder & President of Scion Social; and John Johnson, Director of Digital Marketing at BNI
  - Access Recording [here](#)
  
- ✓ **Exponential Transformation**
  - Presenter: Salim Ismail, Co-Founder & Chairman of OpenExO and Best-Selling Author of *Exponential Organizations* and *Exponential Transformation*
  - Access recording [here](#)
  
- ✓ **Think Big: Effective Goal-Setting for Future Success**
  - Presenter: Lee Roebeck, Mindset Coach
  - Access recording [here](#)
  
- ✓ **Develop Radical Resilience: Sustainable Tips to Create a Culture of Increased Performance, Productivity and Morale**
  - Presenter: Declan Coyle, Director of Andec Communications & best-selling Author of *The Green Platform – Simply Life Changing*
  - Access Recording [here](#)
  
- ✓ **Question Your Thinking, Change Your World: Resilience Panel**
  - Panel Discussion: Meg Maley, Bethany Webb & Paul LaFontaine of CanSurround
  - Access Recording [here](#)
  
- ✓ **Positioning Your Business to Thrive Out of a Down Economy**
  - Presenter: Mac Attram, Founder of MindSpace® Coaching & Best-Selling Author of *The Millionaire Moment*
  - Access Recording [here](#)
  
- ✓ **The Value of Time: Not All Time is Created Equal**
  - Presenter: Dennis Barnett, President of Propinquity Associates
  - Access Recording [here](#)
  
- ✓ **Managing Mindset During Mega Change**
  - Presenter: Rodney Flowers, Keynote Speaker & International Author
  - Access Recording [here](#)
  
- ✓ **Understand Your Mindset, Improve Your Focus and Prosper: 4 Keys to Business Success**
  - Marco Lopez, Founder of Mindtune
  - Access Recording [here](#)
  
- ✓ **Building Grit: How to Leverage Passion, Perseverance and Purpose to Fortify your Business Continuity**
  - Presenter: Cindra Kamphoff, CEO of Mentally Strong Consulting
  - Access Recording [here](#)
  
- ✓ **Specific is Terrific: Take Back Control of Your Destiny for Your Business**
  - Presenter: Andrew Gibson, Author of *What's Your URP? And Make Life Simple*
  - Access Recording [here](#)
  
- ✓ **Organize Yourself for Success: 8 Steps to Setting Attainable Targets**
  - Presenter: Dr. Ray Blanchard, Heroic Leadership Consultant
  - Access Recording [here](#)

