

BNI[®]

GRIP Inviting Method

How to easily and consistently invite visitors to your BNI Chapter .



G

Do You want to *GROW* your business?



R

Are you looking for warm, good quality *REFERRALS*?



I

I would love to *INTRODUCE* you to my Referral Partners.



P

Can you be there at ____ time and *PLACE*?



WHY DOES THE GRIP METHOD WORK SO WELL?

1

With GRIP, you're doing them a favor, rather than begging them to join your group!

2

You're pre-qualifying them, so you know they would like to grow their business.

3

Keep it simple! BNI sells itself, don't try to sell BNI during the inviting process.

4

Replace the terms "Join" and "BNI" with "Introduce" and "Referral Partners". This leads to far less questions!