

# BNI<sup>®</sup>

## 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".**