

# Welcome to BNI Lands End Chapter!

## Guest Information Sheet

Welcome to our chapter. We're glad you came. You may visit BNI twice and then you have to join to attend our meetings. You will receive an application for membership. Here is an overview of our meeting, what you can expect, and tips on creating your 30-second infomercial.

### Today's Agenda

- **Visitors: Please get food and sit (wherever you want) by noon.**
- Welcome
- Purpose and overview
- Educational moment
- Passing of the business card box
- **Visitors: Please put a stack of your business cards into the box for members to take, and you may take the cards of chapter members you want to know.**
- 30-second infomercials (If you are subbing, do the 30 seconds of that person, we'll clap, then do your 30 seconds)
- **Visitors: Please see reverse for tips.**
- VP, membership, and secretary/treasurer reports
- Speaker presentation(s)
- Referrals and testimonials
- **Visitors: When the "I have" bag is passed to you, please stand and make a referral if you have one or share your experience of your visit and the group.**
- Door prize, raffle drawing
- **Visitors: Meet with membership committee host.**
- Members only: announcements, reminders, closing

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## Guest Information Sheet Continued

### Your 30-second Infomercial

As a visitor or substitute, you will be given 30 seconds to give an "infomercial" to advertise your services. You should spend a few minutes crafting an infomercial so you'll be ready when it's your turn. You'll get to hear the members give their 30-second infomercials, so you'll have a sense of what one should sound like. Thirty seconds will go by quickly. Here are some suggestions for your 30 seconds:

- Your name and company
- What you do
- A quick success story OR
- A client testimonial as a result of that story OR
- What good leads for you would be
- Repeat your name and company

### Visitors' Meeting with Membership Committee Host

You will have a chance to meet with a member of our Membership Committee to ask questions about the chapter and membership. At that time you will receive an application.

To learn more about us, please visit [www.landsendbnisf.com](http://www.landsendbnisf.com).

Thanks again for coming. If you have any questions, please feel free to contact us.

Visitor Host—BNI Land's End Chapter