



CHAPTER VII

The game begins June 6. The chapter will break up into six teams. The idea of this game is to sharpen the focus and increase the activity levels within the chapter as well as to grow the group so that each power team is viable. The teams help to do so by developing a little competitive spirit among the members. There are 9 items that will be measured in this competition. They are:

POINT VALUES

- | | |
|---|-------------------|
| 1. Arrive after the president has started the meeting | = minus 10 points |
| 2. Brought a visitor to meeting | = 30 points |
| 3. Brought a visitor from the Top 7 Desired Category List | = 50 points |
| 4. Your visitor is admitted to the chapter | = 150 points |
| 5. Your visitor from Top 7 is admitted to the chapter | = 250 points |
| 6. Brought a new referral | = 20 points |
| 7. A referral becomes closed biz | = 50 points |
| 8. Absent without a sub | = minus 25 points |
| 9. Participated in 1-2-1 | = 10 points |

The Game runs June 6-August 29, and the team with the highest number of points wins. **EVERYONE ON THE WINNING TEAM GETS ONE FREE MONTH OF BREAKFAST DUES! The member with the most Top 7 visitors gets one of Brathwaite's Knicks tickets. The member with the most overall visitors gets the other Knick ticket.** We are only counting what transpires during the summer, so if you hand in a closed biz slip on June 6 from a referral from May, it will not count toward your game totals. In order to vet the summer applications properly, we will wait an extra month (September) to announce the winning team, because the addition of new members should count in the game totals. It's a big reason we are playing this game. As you can see from the point values, visitors joining the group are heavily weighted and can possibly swing the competition in various directions. **The last place team must attend an additional MSP or take an online MSP or sit with Marc and Bryan for an hour-long BNI Intensive.**

Each team will have a captain who will serve to motivate and name the team. The Game Coordinator (Bryan) will keep score; Team Captains can keep score if they desire, but it is not mandatory. But that also means that the Game Coordinator's scorekeeping cannot be disputed if teams are not keeping their own totals. (Bryan is judge, jury, and executioner)

For Game purposes, invited members of other BNI/core groups will not count in the visitor totals.

TIP: First time visitors who come as a sub, will count as a visitor for the person who invited them. So if you are in need of a sub, it would be best if you use visitors from your teammates, unless you want to give points to the other teams.

Good luck. The teams are:

Larisa - Captain

Donna
Jessica
Robert S.
Stuart

Claudette - Captain

Yosef
Sheila
Bobby
Hamlet

Robert M. - Captain

Susan
Bryan
Agnieszka
Jason

Kelly - Captain

Beth
Harriet
Morris

Bill - Captain

Konstantin
Helene
Marc
Leah

George - Captain

Howard
Maria
Andrew
Siri

TOP SEVEN DESIRED CATEGORIES LIST

Photographer
Commercial Mortgage Broker
Event Planner
General Contractor
Banker
Stager
Professional Organizer