

BNI® General Policies

Membership Committees of each chapter have final authority related to BNI Policies. Membership Committees may put a Member on probation or open a Member's classification for failure to comply with the Member Policies, the Code of Ethics or BNI Core Values.

- 1** Only one person from each BNI classification can join a chapter of BNI. Each Member can only hold one BNI classification in a BNI Chapter.
- 2** Members should represent their primary professional focus.
- 3** Members must arrive on time and stay for the entire published meeting time.
- 4** An individual can only be a Member of one BNI Chapter. A Member cannot be in any other program that holds Members accountable for passing referrals.
- 5** A Member is allowed three absences within a continuous six-month period. If a Member cannot attend, they may send a substitute; this will not count as an absence.
- 6** Members are expected to be engaged in the BNI Chapter by bringing qualified referrals and/or visitors.
- 7** Visitors may attend BNI Chapter meetings up to two times.
- 8** Only BNI Members, BNI Directors/ Director Consultants can do Feature Presentations during the BNI Meetings.
- 9** There are no leaves of absence except for medical leaves.
- 10** Members who wish to change their BNI classification must submit a new membership application for approval.
- 11** All BNI membership lists are for the purpose of giving referrals only. Before sending any other communication to BNI Members or Director/Director Consultants, the person must give their consent. Consent must be freely given, specific, informed and unambiguous.
- 12** All new Members must complete the Member Success Program.

BNI's Core Values Start with Givers Gain®

The altruism and goodwill we feel toward one another, and to the world, start with a genuine love of people—all people—equally.

We encourage and embrace diversity in every respect.

Our Statement on Equality and Non-Discrimination

BNI requires that Chapters review and select persons for membership in all job classifications based on qualifications without regard to race, color, gender, religion, national origin, marital status, sexual orientation, age or disability. BNI will support no Chapter's action when in violation of this equality and non-discrimination statement.



ABOUT BNI

BNI exists to help BNI Members enjoy a terrific business and a fulfilling life. We do that through a proven business development program that leads to long-term, profitable relationships with other purpose-driven business professionals.



GIVERS GAIN®

Be willing to give first, before you expect to gain. Giving unconditionally creates a better world for everyone and creates important opportunities and lasting relationships.



BUILDING RELATIONSHIPS

Building strong relationships creates an environment of trust and support that yields happiness, opportunity and meaning.



LIFELONG LEARNING

Invest in yourself to become the leader you want to be. Your value grows as you develop your knowledge and skills. Lifelong Learning and lifelong happiness are intimately connected.



TRADITIONS + INNOVATION

We honor our traditions and look to a brighter future fueled by innovation, optimism and excitement.



POSITIVE ATTITUDE

We find the good in everything that happens to us and that propels our lives forward. Finding the good in every person enables us to attract terrific people, opportunities and wealth.



ACCOUNTABILITY

We keep the promises we make, especially when it is hard to do so. This creates trust and supports strong relationships.



RECOGNITION

We appreciate that recognition fuels the growth of successful organizations. The person who masters the art of recognition attracts success, meaning and happiness.

BNI CODE OF ETHICS

- 1 I will provide the **quality of services** at the prices that I have quoted.
- 2 I will be **truthful** with the Members and their referrals.
- 3 I will **build goodwill and trust** among Members and their referrals.
- 4 I will **take responsibility** for following up on the referrals I receive.
- 5 I will display a **positive and supportive** attitude.
- 6 I will live up to the **ethical** standards of my profession.*

*Professional standards outlined in a formal code of conduct for any profession supersede the above standards. This means that a Member belonging to a profession that has a more stringent standard must adhere to that higher standard.