



New Member Launching Pad

Congratulations! Now that our BNI chapter has reviewed your application and approved you as a new member, please prepare a 2-minute introductory speech for the next meeting. This introduction is a way for the members to be better acquainted with you and what you do, so that referrals start flowing quickly. The speaking schedule for the 10-minute presentations is determined 6 weeks in advance. Your full Showcase Presentation will be scheduled after you have completed your full new member orientation to BNI including the session with your BNI Director.

Please be prepared to present your “Launching Pad” speech at the next meeting at the beginning of the 60-second introductions. The presentation can be read from the sheet, if you like. (Tell the President that you are prepared.)

Launching Pad Questions

My 3 best customers are:

1. _____
2. _____
3. _____

Examples of referrals that work well for me are:

1. _____
2. _____
3. _____

My best Power Team partners are:

1. _____
2. _____
3. _____

New doors I'd like to open are:

1. _____
2. _____
3. _____