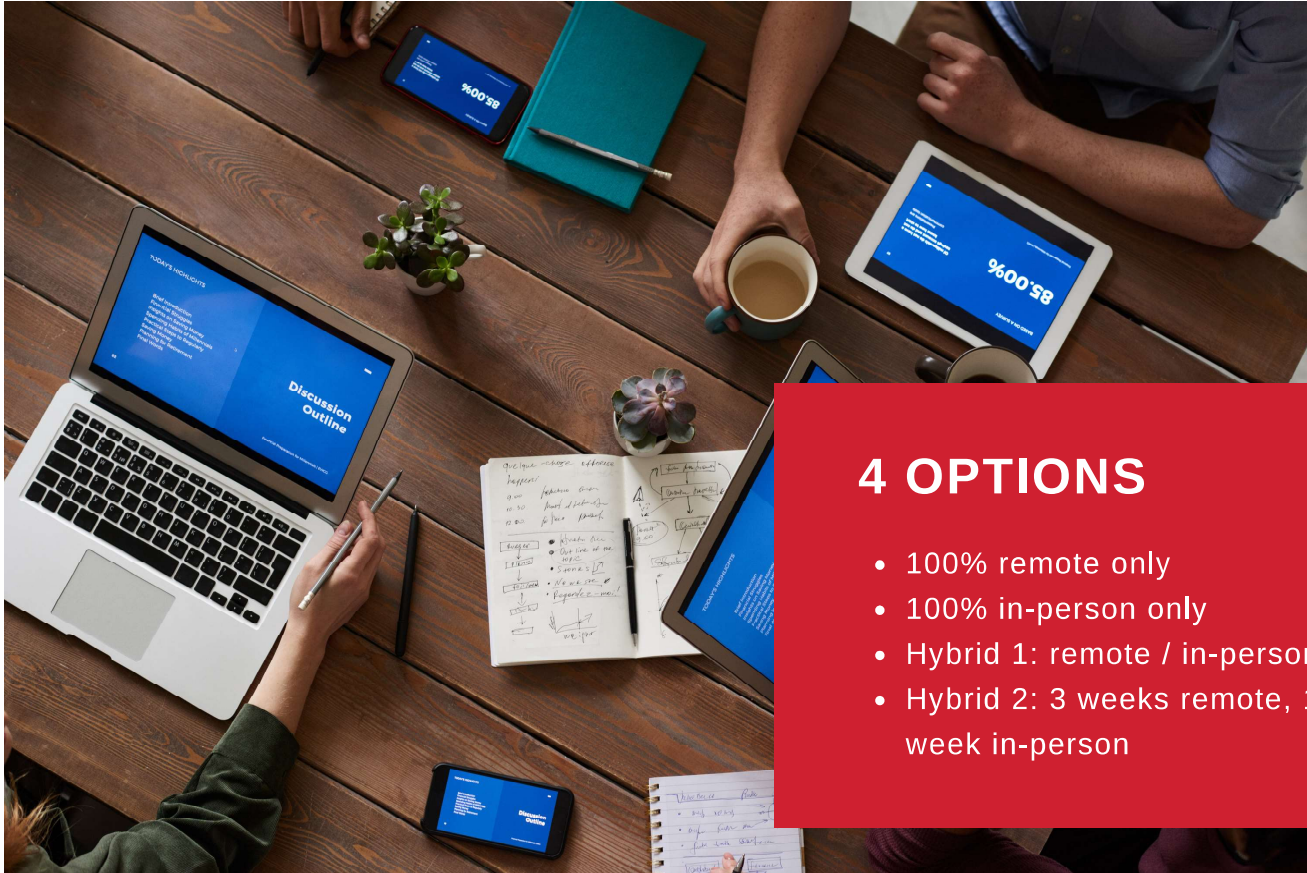


# BNI<sup>®</sup> TRADITIONAL MEETING RELAUNCH



## 4 OPTIONS

- 100% remote only
- 100% in-person only
- Hybrid 1: remote / in-person
- Hybrid 2: 3 weeks remote, 1 week in-person

## TRIANGLE BNI<sup>®</sup>

Steve Hand

I know people are eager to return to traditional meetings. The decision to do so must be made carefully, after evaluating all of the options. I've made 3 videos about this that can be found on the Triangle BNI<sup>®</sup> website, but in the next few pages I'll go over the logistics as well as the pros and cons of each of the 4 options.

**The most important thing is, no matter which option your Chapter wants to go with, the decision must be 100% unanimous and made anonymously.**

# OPTION 1: 100% REMOTE

We've been doing this for a year now. We're all pros at this point, and a lot of good has come of it.

In 2019, we generated \$12.9 mil in closed business.

In 2020, we generated \$24.3 mil in closed business.

There's a bit of data floating around that says 26% of BNI members haven't met each other in person. Rates of attrition are down as well!



## PROS:

- Visitors can come from *anywhere*
- Tradespeople don't have to leave their jobsite
- Breakout rooms offer options to smaller groups and post-meeting discussions
- No need to factor a commute into your schedule
- No adjustment needed - we've been doing this for over a year

## CONS:

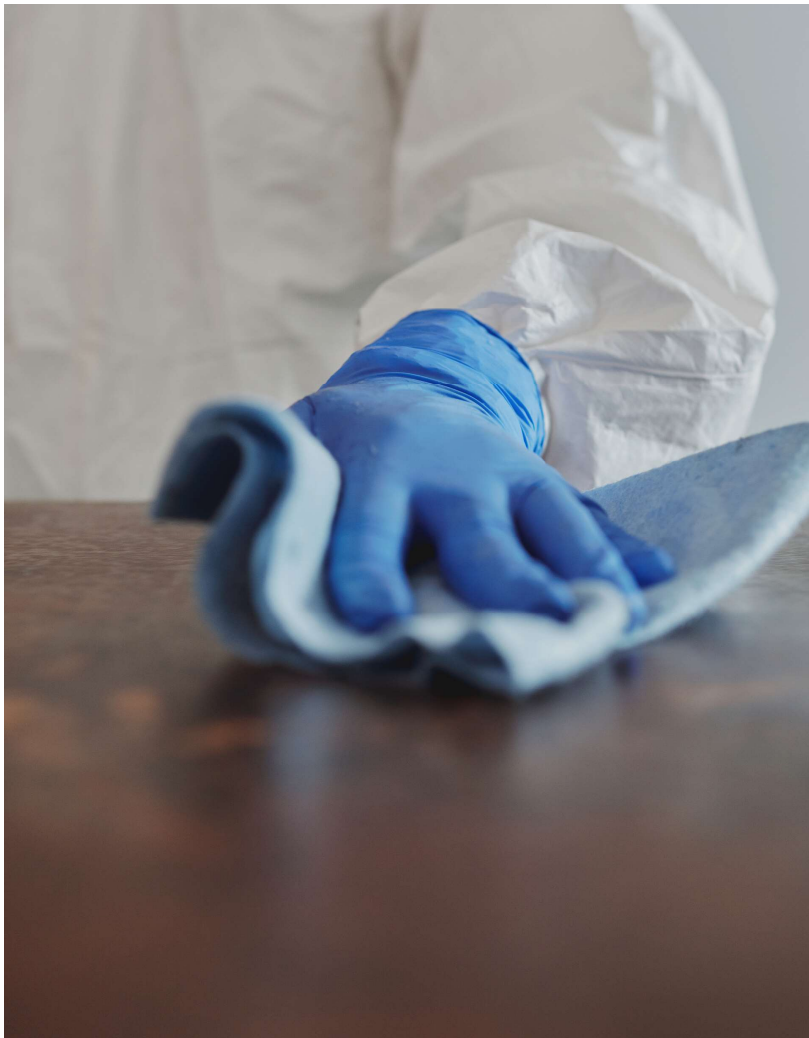
- Technology has to be working 100% of the time
- Missing out on the human element

*We're all in this together, and there is no rush to return to traditional meetings.*

## OPTION 2: 100% IN-PERSON

With this option, **CDC guidelines MUST be followed.**

- 1 foot to the wall, 6 feet between people
- 20-25 people = regulation tennis court
- Temperature checks at the door
- Everyone signs a waiver
- Everyone must wear masks
- Everyone has their own clipboard & pen
- Hand sanitizer



### PROS:

- Less reliant on technology

### CONS:

- CDC guidelines are incredibly restrictive and MUST be followed strictly
- Back to factoring a commute into your schedule
- If anyone in your group doesn't want to do this, you won't be able to

*Have you ever tried talking to someone across a tennis court when you're both wearing masks?*



# OPTION 3: HYBRID 1

Some members meet in person while the rest join in via Zoom. **In-person members must still follow CDC guidelines.** This could get tricky...

- Technology - Cameras, mics, everything needs to be high-quality and working perfectly
- Everyone has to commit. If you're an in-person member, you have to be in person for every meeting
- Most people still don't know how to use the mute button
- People at home tend to be excluded - the speaker speaks to those present



## PROS:

- It might *feel* like everyone gets more individual freedom

## CONS:

- Technology gets much more complicated
- People at home tend to get excluded
- Might lead to an "us vs them" mentality which breaks groups down
- Requires a firm commitment from everyone with no flexibility
- Those meeting in person still have to follow CDC guidelines

*"Compromise is a stalling between two fools."*

— Stephen Fry

## OPTION 4: HYBRID 2

3 weeks remotely via Zoom, 1 week in-person (in accordance with CDC guidelines)

- In-person needs to be the same week every month
- In 5 week months, if your meeting day happens on the 5th week, you shouldn't meet - it will make attendance tracking tricky
- Venue expenses are a consideration



### PROS:

- This is a better option of the 2 hybrids
- Makes scheduling around the in-person meeting easier since the change is only once a month

### CONS:

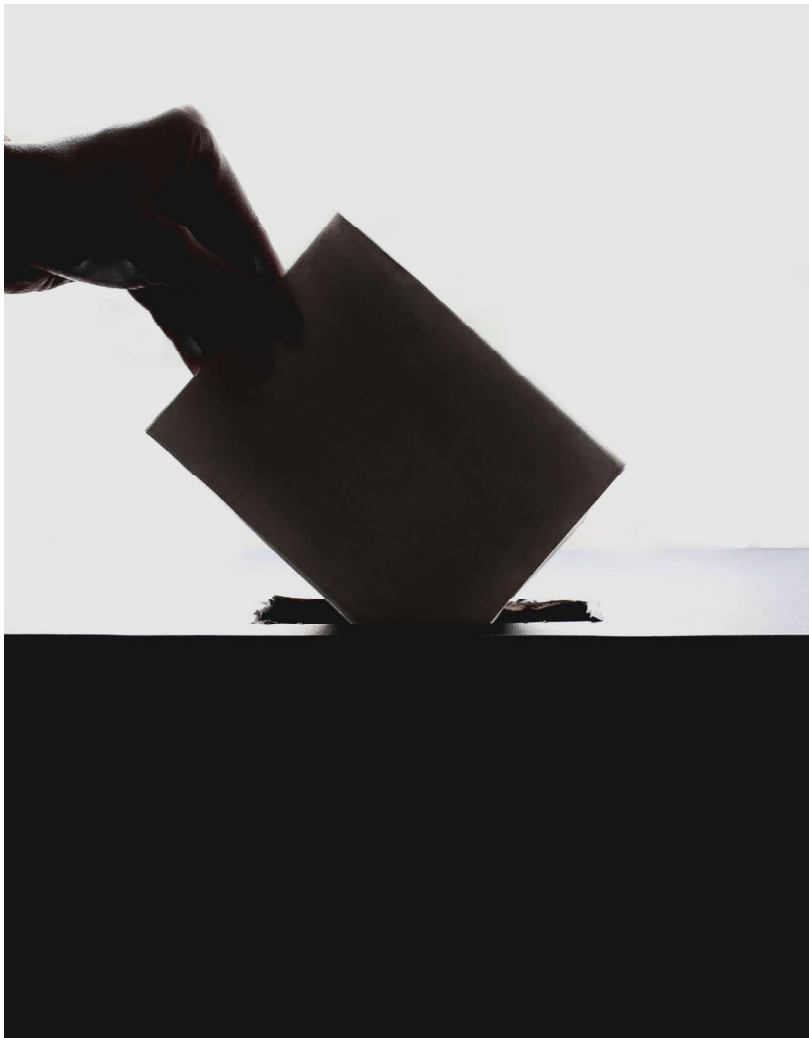
- 5 week months can throw things off
- Venue expenses
- CDC guidelines must still be followed for the in-person week

*BNI® still hasn't signed off on this option yet*

# UNANIMITY & ANONYMITY

Whatever decision you make needs to be 100% unanimous and anonymous

- Every decision impacts every member
- If you've been meeting on Tuesday mornings and you want to change to Wednesdays, people have built their lives around Tuesday mornings and can't just change on a dime
- If 1 person can't change, nobody can
- To avoid acrimony and bullying, it needs to be anonymous



## ZOOM VOTING

- Present all 4 options to the group
- Everyone changes name to chapter number (ex RD14)
- Everyone chooses 1, 2, 3, or 4

## ONLINE FORM VOTE:

- Present all 4 options to the group
- Everyone fills in an anonymous Google form
- When Steve receives chapter-size results, a questionnaire will be sent out to verify that everyone voted

*We are all in this together! Stay safe, stay supportive, and stay successful!*