

BNI | ELITE

WELCOME TO

Chh.

Sambhajinagar





CHH. SAMBAJINAGAR · LOCAL BUSINESS · GLOBAL NETWORK

WELCOME TO THE CHAPTER

Feel free. Feel proud of yourself for being here –
because you are a part of BNi Elite.

LET'S GIVE OURSELVES A BIG ROUND OF APPLAUSE!



CHH. SAMBHAJINAGAR

Selfie Time- It's a Networking Day



BEFORE WE START

A Quick Reminder

**PLS SWITCH OFF YOUR CELL
PHONE OR KEEP THEM ON
ON SILENT**

PLEASE STAND
**FOR THE NATIONAL
ANTHEM**

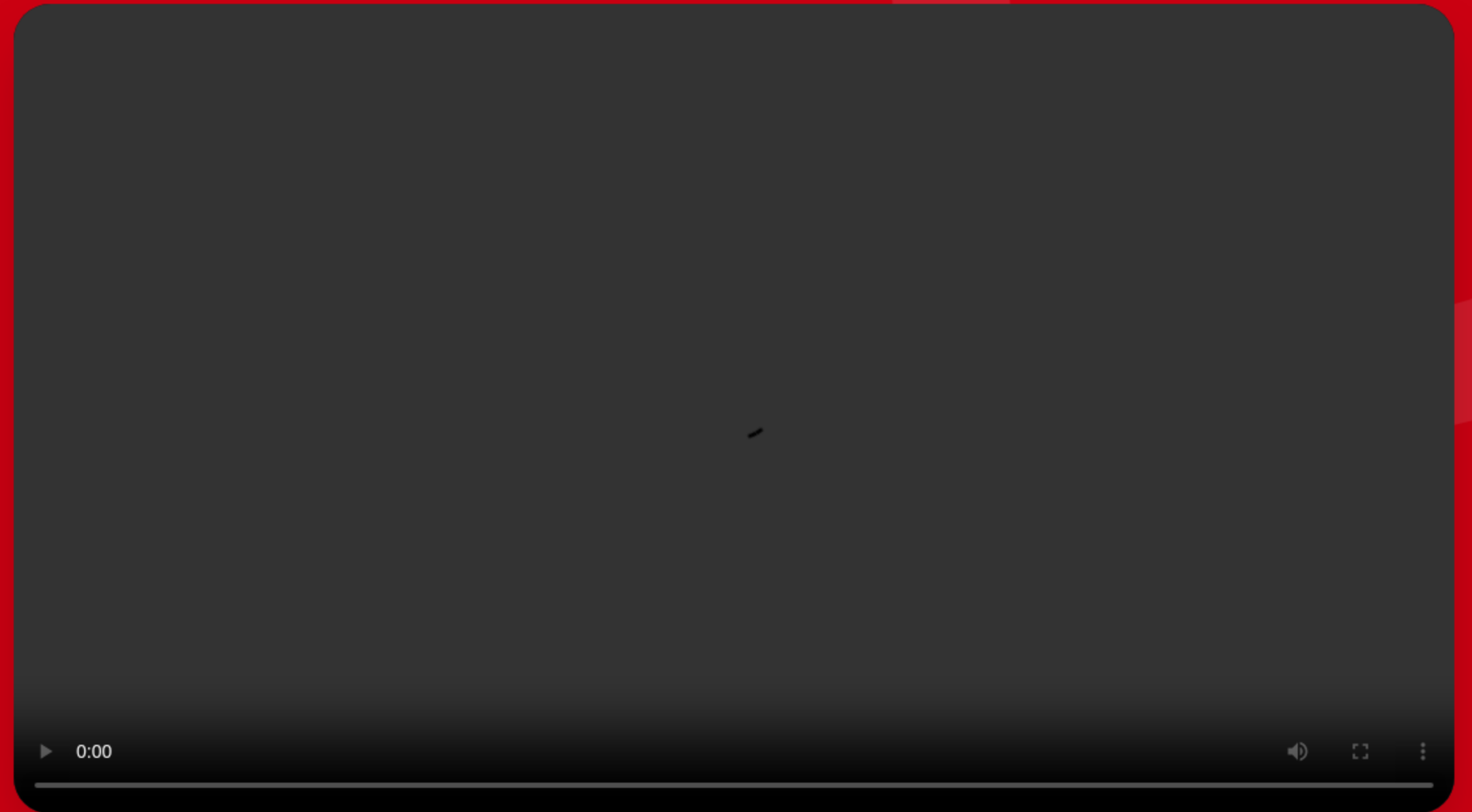
जन गण मन...

CHH. SAMBHAJINAGAR

PLEASE STAND

Jana Gana Mana

Indian National Anthem · Vocals
and Lyrics



OPENING QUOTE



We came together as professionals. We grow together as a network. We succeed together as a Business community.



“

In BNI, we are not just building businesses or creating transactions; we are building relationships, creating trust, and leaving behind a legacy.”

BNI RESPECT YOUR VALUES

- In BNI, We Never discuss, promote **POLITICS & RELIGION.**
- In BNI, Language is not a barrier & we Love to speak the language of **REFERRALS** Only.
- Please **FEEL FREE** to speak the language you are comfortable in.

BEFORE WE START

Pls do not Spams



In BNI- There is No Leads



Don't Discuss Non-business related stuff



Never Gossip



No Loose Talk

✓ **Because We speak the Language of Referrals**

BNI IS WORLD LARGEST REFERRAL
ORGANISATION

SELF-REFLECTION

Why did I join BNI?

Take **1 minute** and write your answers in your book before we begin the BNI ritual.

1

Why did I join BNI?

2

What goal do I want to fulfil through BNI in the next 6 months?

Write your purpose. Commit to your goal.

1 MINUTE · STARTING NOW

BEFORE WE START

LET ME INTRODUCE OUR LEADERSHIP TEAM & COMITEE MEMBERS

LEADERSHIP TEAM

PRESIDENT

- Run focused, professional meetings on BNI's agenda and set the chapter's direction.
- Lead the leadership team and committees – build a Givers Gain® culture by example.
- Drive growth: quality visitors, engaged members, and support from the regional team.



MOHIT JAIN

LEADERSHIP TEAM

VICE PRESIDENT

- Own chapter performance – referrals, business, visitors and 1-2-1s every week.
- Present the scoreboard and report progress to the chapter with clarity.
- Support members who need it, with the Membership Committee, and close the gaps.



**SHASHIKANT
SHIRSAT**

LEADERSHIP TEAM

SECRETARY/ TREASURER

New leadership team · announced 18 October 2026

SECRETARY ROLE

- Maintain accurate minutes, records and reports.
- Keep operations disciplined and transparent.
- Share decisions, minutes and notices on time.

TREASURER ROLE

- Track every rupee – collections and expenses.
- Collect on time and report clearly to members.
- Protect the system and ensure accountability.



SHRIRAJ ATTAL

NEW MEMBER INDUCTION

WELCOME TO **BNI ELITE**

KRISHNA KHARADE

A new relationship. New opportunities.
A stronger business community.

Let's welcome Krishna with a big round of
applause!



OUR NEWEST ELITE · GIVERS GAIN®

LEADERSHIP TEAM · COMPLETE

NOW IT'S TIME TO INTRODUCE OUR NEW COMMITTEE

With every committee we announce, let us give them a big round of applause.

LET'S HEAR IT FOR EVERY TEAM THAT STEPS UP

The President's Team

Lead Visitor Hosts

- Welcome every visitor personally and introduce them to the right members.
- Explain BNI clearly in the visitor session after the meeting.
- Follow up with every visitor so they leave with a clear next step.



**PRASAD
DESHPANDE**



**AMMAR
BAUGWALA**

Membership Committee

- Review new applications, reference checks and category fit.
- Track attendance and member performance against BNI standards.
- Guide members who need support so they stay on track.



**PRASAD
DESHPANDE**



**SHASHIKANT
SHIRSATH**

LET ME INTRODUCE

Vice-President's Team

THE VICE- PRESIDENT'S TEAM

Power Team Coordinators

- Connect contractors, suppliers and trades across the chapter.
- Bring members upcoming projects and match them to the right person.
- Create real business for the whole team, not just for yourself.



**AR. RADHIKA
JOSHI**



**BHAWANA
TANDALE**



NITIN HIWALE

CAMP Coordinators

- Plan and run CAMP sessions where members learn each other's business.
- Turn those conversations into real, referable opportunities.
- Make every member feel seen, understood and referred.



**KRISHNA
KHARADE**



**MANOJ
RAJPUT**

BNI Connect Coordinators

- Help every member use BNI Connect correctly, every single week.
- Ensure referrals, 1-2-1s, visitors and TYFCB are logged on time.
- Keep chapter data complete, so every report reflects reality.



**ONKAR
CHOUDHARI**



**SHRADDHA
ANDURE**

Growth Coordinators

- Deeply understand each other's businesses and referral needs.
- Spot opportunities and follow every lead until it closes.
- Support members receiving fewer referrals, so nobody is left behind.



**DR. JEEVAN
RAJPUT**



**ASHISH
DESHKAR**

Education Coordinators

- Teach good BNI habits and encourage members to take training.
- Improve weekly presentations and sharpen the I-Have round.
- Help members prepare for and invite quality visitors.



**SHRADDHA
ANDURE**



**AR. RADHIKA
JOSHI**

Feature Presentation Coordinators

- Schedule the weekly feature presenter well in advance.
- Help presenters prepare a clear, strong and memorable talk.
- Keep every presentation on time and up to standard.



**KRISHNA
KHARADE**



**BHAWANA
TANDALE**

THE VICE- PRESIDENT'S TEAM

Brand Guardian & Digital Presence

- Capture and showcase chapter success stories every week.
- Grow BNI Elite's visibility on social media, consistently.
- Promote the chapter to attract quality visitors and members.



MOHIT JAIN

1-2-1 Coordinators

- Make sure every member does at least one 1-2-1 each week.
- Pair members who can genuinely refer business to each other.
- Track 1-2-1s recorded in BNI Connect and report the numbers.



NITIN HIWALE



**ALIASGAR
TAKSALI**

The Secretary's Team

Attendance Coordinators

- Track weekly attendance and maintain accurate records.
- Reach out personally to members missing meetings.
- Encourage consistency and share records with the committee.



**SHIVAJI
SHIVNIKAR**



**AMMAR
BAUGWALA**

Venue Coordinators

- Confirm the venue, seating, food and branding are ready.
- Check the mic, projector, speaker and setup before guests arrive.
- Keep every meeting professional and meeting-ready.



**JYOTSNA
KULKARNI**



**ONKAR
CHOUDHARI**

BNI

REGIONAL SUPPORT TEAM

Punit Agrawal

EXECUTIVE DIRECTOR



GUIDANCE · MENTORSHIP · LEGACY

BNI Elite Chapter Guardians



ARUN PACHISIA

LAUNCH DIRECTOR · BNI ELITE



AVINASH ANKUSHKAR

SUPPORT DIRECTOR · BNI ELITE

Our Core Values

01

Givers Gain®

02

**Building
Relationships**

03

**Lifelong
Learning**

04

**Traditions +
Innovation**

05

**Positive
Attitude**

06

Accountability

07

Recognition

Purpose & Statistic Overview

WORLDWIDE OVERVIEW · AS ON 30TH SEP 2026

BNI is the most **Successful** **Organization** in the Networking World

3,59,812

MEMBERS

11,894

CHAPTERS

76

COUNTRIES

Referrals passed (Sept 25 to Aug 26)

1.72 Crore

17.25 Million

Business done (Sept 25 to Aug 26)

₹2.77 Lakh Crore+

\$26.9 Billion

BNI India

76,543 +

MEMBERS

1,577 +

CHAPTERS

149

CITIES

49,90,438 +

REFERRALS PASSED IN LAST 12 MONTHS

₹60,503 Crore+

BUSINESS IN LAST 12 MONTHS

₹83.62 Lakh Average Seat Value & ₹9 Lakh Per Referral Value

BNI Chh. Sambhajinagar

145+

MEMBERS

4

CHAPTERS

**₹1.02
Crore**

AVG SEAT VALUE

1300

VISITORS

₹1.75 Lakh

AVG REFERRAL
VALUE

8600+

REFERRALS DONE

₹150 Crore+ BUSINESS DONE

RECOGNITION & CONTRIBUTION · CELEBRATING THE MEMBERS WHO POWER
BNI ELITE

RECOGNITION & AWARDS

29/9/2026 to 06/10/2026

Honouring the dedication, discipline and generosity of our members – Givers Gain®
in action.

RECOGNITION & CONTRIBUTION

MAX 1-2-1

• 15/09/2026 to 21/09/2026



Weekly Presentation

Weekly Presentation should include:

#1 Member Name

#2 Member company Name

#3 Category

#4 Product/Service (LCD)

#5 Success Story

#6 Specific Ask /Give

GET READY FOR

Referrals!

**“You can't sell anything, if
you can't tell anything”**

Don't forget Specific Ask”



Did We Skip Anyone

Members Weekly Presentation

FEATURE PRESENTATION

AMAR BAUGWALA

Let's welcome our feature presenter with a big
round of applause!



Grow our chapter.

Grow each other's business.

01 Invite the right professionals

Welcome regular visitors from open categories, with one member representing each category.

02 Build trust through one-to-ones

Meet beyond the weekly meeting to understand each other's business and spot the right referrals.

03 Turn relationships into revenue

Pass relevant referrals and follow through to help fellow members win more business.



50–55+

Elite professionals.
One stronger referral
community.

OUR SHARED PURPOSE

More business for every member
through positive, professional
referral marketing.

Visitors Please Give your Introduction **according to this script only**

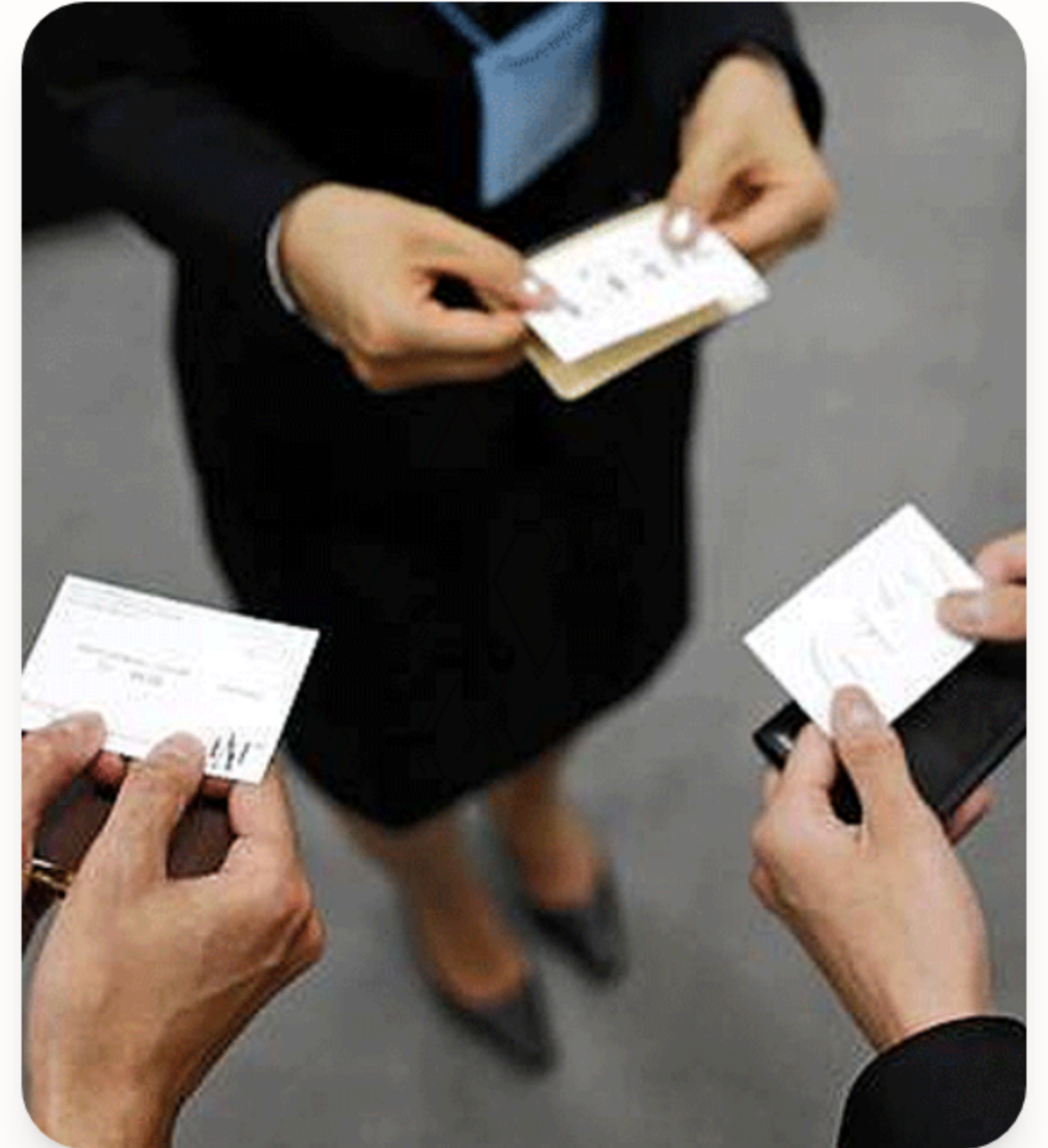
My Name is _____ My company Name is _____

I am into _____ (Trade/ Profession)

And have been into this industry for _____ years.

I have been invited by _____

 **Please keep within 15 secs.**



MEMBERSHIP COMMITTEE · OPEN SEATS

EVERY SEAT IS A GOLDEN CHAIR

Our members get asked for these every week – who do you know?

★ HOT DEMAND

Real Estate Consultant

Every family needs a trusted property advisor

★ HOT DEMAND

Chartered Accountant

Every business needs one

★ HOT DEMAND

Event Planner

Weddings & corporate events

★ HOT DEMAND

IT Hardware

Offices & factories buy monthly

ALSO WIDE OPEN — EACH ONE EQUALLY WELCOME

Structural Engineer

Corporate Lawyer

Recruitment Agency

Physiotherapist

Restaurant & Hotel

ERP Software

Advertising Agency

Corporate Gifting

+ any profession not yet in our chapter

Think of one trusted professional. Invite them next Tuesday.

Membership Committee confirms vacancy to avoid category overlap.

Referrals & Testimonials

I have:

- ____ Referrals

- ____ Thank you slips

- Done ____ 1-2-1s

- ____ Visitors

- ____ Testimonials

Vice President's Report

BNI ELITE Scoreboard

BNI | E L I T E

24

MEMBERS

40

TESTIMONIALS

41

VISITORS

312

REFERRALS DONE

₹1.06 Crore

Exact: ₹1,06,45,300

BUSINESS DONE

₹4.44 Lakh

Exact: ₹4,43,554

AVG SEAT VALUE

₹0.34 Lakh

Exact: ₹34,119

**AVG REFERRAL
VALUE**

CLOSING QUOTE

“

Success is not how many people know your business, but how many people trust your name.”.



Thank You Members & Visitors!

**Please proceed for an
orientation.**



GENERATED BUSINESS REFERRALS

- # POWER TEAM DEVELOPMENT.
- # RECOGNITION & award MEMBERS.
- # BUILT A STRONGER GIVERS GAIN CULTURE.
- # ENCOURAGED MEMBERS TO USE WEEKLY EDUCATION EFFECTIVELY.
- # TURNED REALTIONSHIP INTO MEASURABLE BUSINESS OPPORTUNITIES BY INCREASED HIGHEST REFERRALS & TYFCB.
- # CHAPTER VISIBILITY :- STRONGER second large CHAPTER IN REGION.

COFFEE SESSIONS!

**CHAPTER FORMATION
along with Reginal office
!**

MEMBER'S INDUCTIONS

**MEMBER'S STRENGTH -
FROM 0 TO 24**

**CONDUCTED VISITOR
DAY**

A PRESIDENT'S ACHIVEMENT IS NOT WHAT HE ACCOMPLISHES ALONE- IT IS WHAT HE INSPIRES THE CHAPTER TO ACCOMPLISH TOGETHER .

CELEBRATING OUR ELITE FAMILY

HAPPY BIRTHDAY!

Celebrating the week ahead, together today.



AR. RADHIKA JOSHI

26 OCTOBER



MOHIT JAIN

30 OCTOBER

Wishing you happiness, good health and a wonderful year ahead.
Let's give Radhika and Mohit a big round of applause!

BNI | E L I T E

THANKYOU!