

Adam	Davis	<b>One Click to the Top!</b>
Darren	China	<b>Studio China Architecture and Design. Design with Passion!</b>
Diane	Carlyle	
Eli	Zal	<b>I help people feel better about themselves!</b>
Guy	Zamir	<b>Just say Shazam, and we will be there!</b>
James	Maniscalco	<b>We make it happen!</b>
Jason	Campbell	<b>I like nice things!</b>
Jonathan	Mines	<b>For commercial space, we are the place!</b>
Joseph	Dima	
Joshua	Barbieri	<b>Your signature, every haircut!</b>
Kara	Paik	<b>Managing the business of Real Estate!</b>
Lisa	Skye	<b>Think buy, think refi, think Lisa Skye!</b>
Matthew	Klein	<b>Be Life Confident!</b>
Sarah	Bahmani	<b>In brief, we resolve your legal issues!</b>
Sean	Cotter	<b>We add years to your life and life to your years!</b>
Sherman	Derek	<b>We sell insurance plus assurance</b>
Shir	Konas	<b>Trifecta Design Group: Logic never looked so good!</b>
Terra	Antar	<b>The key to success is integrity!</b>
Wayne	Lee	<b>Market up or down, your investments will be sound!</b>
Will	Poulson	<b>I am Will the Thrill. With Wachovia!</b>
Wolf	Ausch	<b>Accountant, Taxes, Piece of mind. Yes!</b>
Yvette	Pennacchia	<b>Managing the business of art!</b>

**TOP 10 THINGS BNI MEMBERS DO THAT MAKE NO SENSE  
OR**

*(10 actions guaranteed to reduce your profitability in BNI)*

**#10. LEAVE YOUR BADGE AND CARD CADDY AT HOME.**

**#9. ARRIVE LATE FOR THE WEEKLY BNI MEETING**

**#8. LEAVE CELL PHONE ON SO YOU WON'T MISS IMPORTANT BUSINESS CALLS**

**#7. KEEP YOUR BUSINESS CARDS TO YOURSELF**

**#6. REFUSE LEADERSHIP ROLE IN CHAPTER**

**#5. USE REFERRAL TIME TO SAY, "THANK YOU" FOR REFERRALS RECEIVED.**

**#4. GIVE "OFF-THE-CUFF" 60 SECOND PRESENTATIONS WEEKLY**

**#3. DON'T FOLLOW UP WITH A REFERRAL DURING THE WEEK IT WAS GIVEN**

**#2. AVOID ONE-TO-ONES**

**#1. DON'T WASTE TIME TALKING WITH THE VISITORS AT THE BNI MEETING  
(OR FOLLOWING UP AFTERWARD)**