

The Classification Cowboy



Whilst most people accept
‘One Person, One Profession’
as the spirit and rule of BNI...
the classification cowboy
doesn’t!

He insists he does 2 professions!
(sometimes more)



And demands to sit on
2 classifications!!!



He blocks potential members
from joining the chapter!



Which denies the chapter their connections...



And the connections'
connections!!!



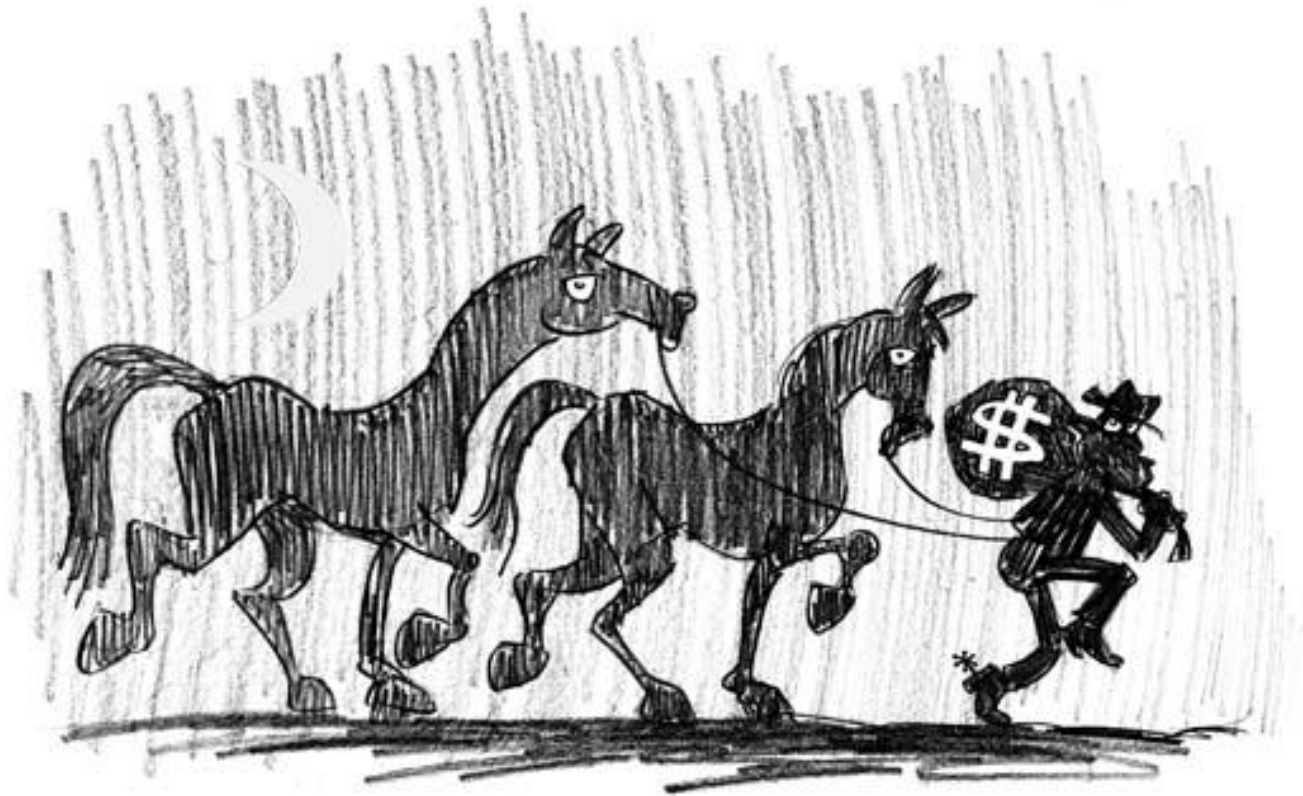
He blocks all the referrals that they would bring to the chapter. And over years—that's hundreds!!!



He claims it's his right... it's his
job... he gives an all round
service... he threatens...



And that's just darn rustling...
He's taking from the BNI chapter



Watch out!

If you see him — don't let him
get too big for his boots!



Dan Fletcher,
creating humorous illustrations to
get a message across.

Making it memorable and fun...
even when it's serious!!!

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