



## Assessing the value of your BNI Membership!

Read the questions below and then evaluate the value of your BNI Membership. Your evaluation should be from before you joined BNI to now. From a scale of 0 – 5, 0 being the lowest to 5 being the highest, truly assign a value to the success of BNI.

Question to evaluate	Before BNI	Now
1. I speak clearly and confidently about my business.		
2. I have a deeper level of understanding of many businesses.		
3. I feel I am better connected with local business owners.		
4. My sphere of influence has grown.		
5. I can easily gain advice for my business.		
6. I am comfortable at networking functions.		
7. I feel I have a team of people helping me in business.		
8. I have additional resources to share with my clients.		
9. I have strong friendships.		
10. I have strong leadership qualities.		
11. I have strong presentation skills.		
12. I have a quantity of referrals coming to my business.		
13. I have high quality referrals coming to my business.		
14. I have a high conversion rate on referrals.		
15. I have a high average value per client rate.		
16. I am able to ask specifically for the type of new clients I desire.		
17. I enjoy helping others succeed in their business.		
18. My overall business revenue is higher.		