



BNI TRANSFERS GUIDELINES

TRANSFERS are not for people who want to abandon their struggling chapter, or because they think they can get more business in a different chapter. It is for individuals who have experienced life or business changes, such as relocating 50 miles or being unable to attend at a specific time or day due to these changes. We do not take transfers lightly, nor are we required to allow them to happen at all. We view them on a case-by-case basis.

Former members applying to a chapter:

Members who have resigned from a BNI chapter are required to have a 180-day cooling-off period before re-applying to a chapter in the same region. This prevents chapter hopping and circumventing the transfer process when they feel the grass is greener elsewhere.

Why do we stop people from transferring into any chapter?

When we notice that some chapters are attracting a large number of past BNI members or transferring members, the **word of mouth** from other chapters becomes negative, and we receive complaints for allowing the larger groups to poach members from the smaller groups.

When a member transfers out, it can have a significant negative impact on the chapter they're leaving, especially when the person leaving has not brought visitors or helped grow the group's referrals. They prefer to bail out, and these are not the people we want to get into our successful chapter. (We know what goes on in the background of every chapter)

Larger chapters attract many less successful people to the chapter, like the moth to the light. However, it is not in the best interest of the larger groups to readily accept those members.

Right now, the most significant opportunity for Disruption (and most chapters) is **attracting new members who have never experienced BNI and bring with them their network**. Chapters built primarily on past members tend to struggle long-term.

3. Other blocked chapters & criteria

New Chapter – No one is allowed to transfer to a new chapter until the chapter is 6 months old and then only if the person transferring has good stats and the new chapter is closer to their business community. Otherwise, no transfers in or out are allowed for one year.

Core Groups do not allow transfers in the start-up of a group; they tend to be detrimental to the growth of the group, proven time and time again.

Large chapters are advised to stop taking transfers and have chosen to do so. A transferred member often brings far less to a chapter than a brand-new member and their new network. As franchise owners, managing all aspects of the region's growth is our responsibility. Shuffling members from one chapter to the next is not growth. Mark Graber and I have a responsibility to make decisions that maintain the integrity of all chapters and the region as a whole. The goal is to grow the region's total membership and not simply redistribute existing members.