

PRESIDENT'S MESSAGE

October 1, 2009

We are a **community** of business professionals. A community is a group of people having common interests. A community shares, participates, and has fellowship. Members of a community take and give. We share and we fight. We believe that we are stronger together than alone. The more other-centered we are, the stronger the community. The more self-centered we are, the weaker the community.

Our leadership team will deliver 3 things:

1. **Training** - The first thing that we will provide is training for new members and for people having difficulty referring to people in this group. The training may be chapter specific or it may be through BNI, but we will provide many opportunities for training. Training is critical to any successful business.
2. **Statistics and Accountability** - The second thing that we will provide is schedules, tracking information, and accountability to BNI guidelines and our chapter's goals.
3. **Enforce BNI rules** with fairness and consistency.

What we ask from you are 3 things:

1. **Ownership** – just because you are not on leadership does not mean that you do not own this group. We need you to take ownership of this group. We need you to know what PALMS stands for, to read e-mails, to know how many absences you are allowed to have. Please do not ask for how many absences you can have – you should know this. Please do not send flame-o-grams to Alicia if she sends you an absence letter. Please do not make Nate's job difficult in scheduling presentations. If membership committee talks with you, please try to cooperate rather than getting defensive.
2. **Self-enforcement** – please get familiar with the rules of BNI – they are on the website and at the resource table. Please do not make us waste energy in policing you. That is not where our energies need to go to. You are grown ups and professionals. We are all volunteers and we are all busy. Please be considerate of our time and energy.
3. **Positive, mental attitude** – this will not only help you in BNI but it's important for your own business, your family, and your friends.

You are the best. We are proud of you and we love each and everyone one of you. Thank you for being a fecund member of the community.