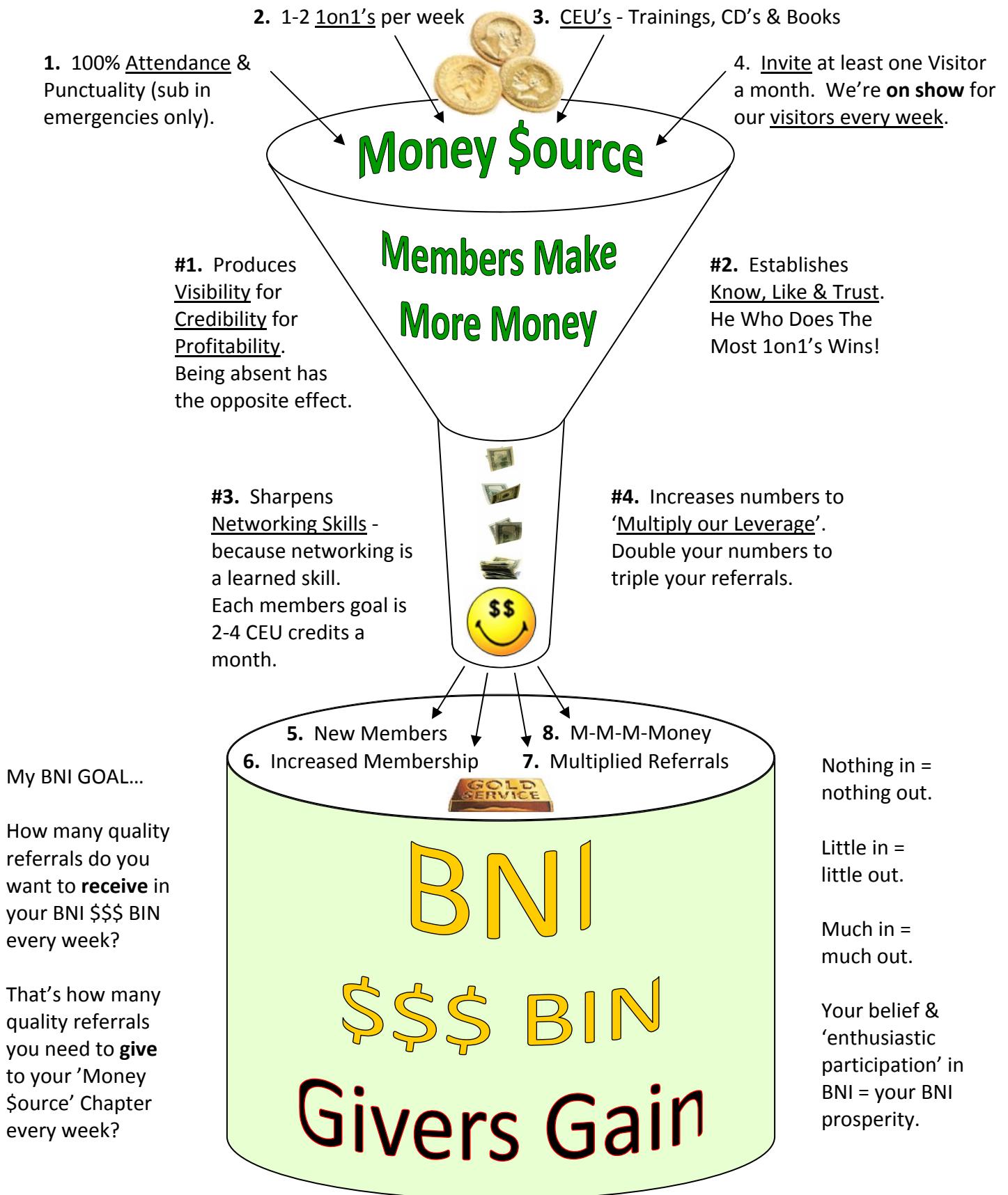


# BNI BASICS - THE BIG 8 - NETWORKING WORKS FOR THOSE WHO WORK IT

To fill up the **BNI \$\$\$ BIN** we first need to *diligently* pour 4 things into the funnel, which *will result in* 4 things coming out...



Investing time to generate **1-3** quality REFERRALS every week will **pay back handsomely** in referrals received.