



SuccessNet

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A large silhouette of a person climbing a rope, set against a blue background. The person is shown from the side, with their arms and legs wrapped around the rope. The background is a gradient of blue, suggesting a sky or a clear day.

I REFUSE TO PARTICIPATE IN A RECESSION

Bayen Lok made RM1.1 million by refusing to participate in a recession. Find out how

BNI MILLIONAIRES

Read how Chew Kah Hooi walked the extra mile with Vincent Khoo to seal an RM16.5M business deal

CHAPTER HIGHLIGHTS

Find out how other chapters are Raising the Bar in 2009



THE NATIONAL DIRECTOR SPEAKS...

Dear Members,

Greetings and a warm welcome to those who recently joined us at BNI.

BNI Malaysia now serves the business communities in Klang Valley, Melaka, Johor Baru, and in Penang—on the island and Butterworth, with Seremban and Batu Pahat being the latest additions to our network. We are looking forward to aggressively expanding our network throughout Malaysia, including Sabah and Sarawak, so that members can enjoy a wider network.

On the global front, BNI now has approximately over 5,300 chapters and 113,000 members in 40 countries! BNI Malaysia has successfully established business relationships in Thailand and Hong Kong for those who are seeking business opportunities in these countries. With the expansion of the BNI network, we look forward to effectively connect with more members worldwide through BNI Connect, an online initiative. Since the global economic turmoil began last year, many chapters experienced a downscale in chapter size but BNI turned this around by launching the “Refusing to Participate

in the Recession” program. This has successfully encouraged businesses to look into alternative methods and sources in acquiring new clients, to sharpen their skills through continuous education and to take the right actions.

In this issue, we are excited to report the many success stories as a result of being pro-actively involved in BNI. These stories come at a time when many business owners are still mulling over steps to take to fend off a recession while BNI members have always been focusing on excelling in business in any economic conditions.

The Membership Extravaganza 2008 was a huge success, adding over 200 new members to the network. Past members have also rejoined BNI, after reorganizing or refocusing their businesses. This year we renew our commitment towards your success with regular support through workshops and dialogs. In fact we are not just moving along—we are raising the bar for 2009! This year’s theme focuses on “what really matters in BNI” in order to drive higher

quality members and generate even more referrals for BNI members—many of you may already be experiencing positive changes to your businesses!

As always, BNI will continue to raise the bar and change the way the world does business!

With sincere appreciation of your support,

Avryl Au

*National Director
– BNI Malaysia,
Thailand,
South Korea.*

*Executive Director
– Hong Kong*



HAPPENINGS AND ACTIVITIES

AUGUST 2008:

Membership Extravaganza 2008

Top winner:
Wong Kwee Eng,
Excellent Chapter
Kwee Eng introduced
6 new members during
the period. “The prize
was timely as I was
planning a holiday
trip to UK and BNI
contributed RM3,000
to the trip”, she said.



NOVEMBER 2008:

The 3rd BNI National Treasure Hunt



Last year, nearly 200 members and friends drove up to Penang and collected their treasures along the way!

JANUARY 2009:

Directors Training and Planning



Like any successful business organization, training and planning sessions are crucial to ensure continued growth and success. Learning to provide effective support to members is important to meet their expectations.

MARCH 2009: Synergy goes to Thailand



After months of planning, March this year finally saw Synergy Chapter making its first trip to Thailand to explore business opportunities across the border. The delegation with over 20 members received 125 referrals and leads from our Thai counterparts.

MARCH 2009:

BNI Leaders Training



Robert French from the UK conducted a Leadership Team (LT) training for nearly 200 “BNI Leaders of the Future” for the April to September 2009 LT Teams. Participants were highly motivated after learning how to raise performance at the chapter level.

MEMBER HIGHLIGHTS



Sathiah, a member of Ampang Chapter, was conferred the *Ahli Mahkota Wilayah (AMW)* award by the Yang di-Pertuan Agong in conjunction with the recent Federal Territory Day Celebrations. He was recognised for his contributions to the people through his involvement with the People Progressive Party (PPP).

BNI AMBASSADOR



HELLO, EVELYN!
Evelyn Samuel of Mastery Chapter is the newly appointed BNI Ambassador.

6 DEGREES OF SEPARATION: *You'd be surprised who knows who...*



Wesley Wong



Richard Tan

Richard Tan was trying to encourage Wesley Wong (Rainmaker Chapter), to try a facial soap bar that he promotes. Little did Richard know that Wesley had a better idea. Instead of trying the soap, he introduced him to someone who runs a beauty service. Following the referral, Richard secured a business deal of over RM500k, in 6 months. Never underestimate the potential of BNI connections, even for a soap bar!



Colin Yong referred Magindran to KFC Restaurants in Karachi, Pakistan. The business value for this transaction amounted to RM105k!
This goes to show, you never know who you might just meet in BNI!

CHAPTER HIGHLIGHTS



Melissa Poon

EAGLE CHAPTER SOARS TO THE TOP.

In the last six months, Eagle Chapter in Johor Bahru soared ahead to become the top performing chapter in the southern region with over RM3 million in business transactions. Credit goes to the entire team with Melissa Poon, their immediate past president, being instrumental in spearheading this success. Known for faithfully instilling discipline and structure within the chapter, her leadership style has indeed benefitted the chapter.

“Raising the Bar” this year saw members forming effective power teams and actively attracting potential power teams into their chapter to build their business by referrals. Eagle Chapter truly understands that “BNI is more than just a meeting” and to keep the chapter at the pinnacle they have obviously been working the system effectively!

CHAPTER HIGHLIGHTS



◀ SYNERGIZING—THE WAY TO GO!

To achieve their vision of establishing itself as a world-class chapter, Synergy Chapter recently conducted an in-house workshop on “*Building a Championship Team*”. They have adopted a set of pre-requisites for members to qualify and to maintain their membership in the chapter in order to encourage active participation and commitment. Their mantra of working as a team, moving as a team and growing as a team must be reaping great rewards—just look at these happy faces!



◀ GOING UPTOWN

Uptown Chapter holds the record as the largest BNI chapter in Malaysia with 54 members at the end of March 2009. This chapter has consistently maintained membership of over 40 business individuals in the past 5 years.



◀ AT OASIS, THE EARLY BIRD CATCHES THE WORM

Oasis Chapter had a meeting at 12.01am. This is the earliest meeting ever held in BNI history!

STARLIGHT SHINES BRIGHT!

Formed in April 2007, Starlight Chapter has transacted a total business value of RM18 Million among its members.

IDEAS! DRESSING UP YOUR PRESENTATIONS



Tan Ai Li

EVENT DESIGNER



Gobie

FRAME MAKER



Kelly Sze

BARCODE CONSULTANT



Tracy Tee

PREMIUM GIFT



Nicholas Yeap

BUSINESS CONSULTANT



Penny Muker

CAR SERVICES



SL Ong

TRUCK SERVICES



Colin Tan

DIGITAL SIGNAGES & DISPLAY

BNI MILLIONAIRES

BNI has been changing the way the world does business for over two decades and continues to present significant business opportunities and deliver extraordinary results to its members. While GIVING to others makes BNI work, learning how to ASK is equally important. Knowing how to ask will help others to give effectively and the reality is that successful members consistently and specifically know how to ask! Here are some BNI Millionaire Achievers—members who have received over RM1 million worth of business through BNI referrals:



Chew Kah Hooi

What is walking the extra mile worth?

RM16.5M WORTH OF BUSINESS!



Vincent Khoo

Chew Kah Hooi of Success Chapter diligently assisted fellow member Vincent Khoo for a period of 18 months to secure a project worth RM16.5 million for the refurbishment, upgrade and renovation of a hotel. Chew assisted and provided Vincent with relevant project information and personally introduced him to the right people throughout the entire process to secure the project. Now that's really walking the extra mile!

RM1 MILLION & ABOVE IN BUSINESS TRANSACTIONS:



Adrian Wee
INTERIOR DESIGNER



Kelvin Koh
COMPUTER
HARDWARE SUPPLIER



Vincent Khoo
RENOVATOR & BUILDER



Richard Gan
REALTOR



Peter Ong
TRAVEL AGENT



Wong Beng Wai
SIGN MAKER



James Cheong
INVESTMENT ADVISOR



Bayen Lok
MAID AND FOREIGN
WORKER AGENT

RM500K - 900K IN BUSINESS TRANSACTIONS:



Andy Wong
BRANDING CONSULTANT



Florence
RENOVATOR
CONTRACTOR



Alan Wong
IT CONSULTANT



Tracy Tee
PREMIUM GIFT SUPPLIER



Wong Kai Yuen
RESTAURANTEUR



Irene Chan
PRINTER



Soo Wong
INVESTMENT
ADVISOR



Patrick Lau
BUILDING MAINTENANCE
SPECIALIST

GIVERS GALLERY



CHEW KAH HOOI
SUCCESS CHAPTER

Referred a RM16.5m hotel refurbishment project



Thanabal
ALLIANCE CHAPTER

Referred premium gifts worth RM300k



Andy Wong
SYNERGY CHAPTER

Referred over RM1.5mil to fellow members



Alice Khoo
MILLENNIUM CHAPTER

Referred RM2 mil worth of investments



Wesley Wong
RAINMAKER CHAPTER

Referred RM500k in bars of soap!



Bayen refused to participate in a recession and made RM1.1M!

The year 2008 was an amazing year for us—BNI generated RM1.1 million worth of business for us! Since I became a member four years ago, I have always recommended BNI as the best platform for business owners who are interested in doing well, even in challenging economic climates. As the business owner of “The Better Maid, Cambodian Maids”, we received RM450,000 worth of business for our maid services and RM650,000 for our foreign worker services through BNI referrals and spin-offs. The response was simply overwhelming with many of our clients referred to us by BNI members and their family members, relatives and friends. One referral from Anita Glory of Inspire Chapter resulted in a confirmed deal of RM300,000 while a spin-off referral resulted in another RM300,000. So just through BNI, we received a total of RM1.1 million in business! *Syabas* to BNI and its wonderful word-of-mouth marketing strategy that works to help business owners succeed!

TIPS FOR EFFECTIVENESS



Ideal Sign-in Tables



Chapter Displays



RECOMMENDED ITEMS FOR THE TABLES:

- BNI Table Cloth
- Chapter Awards
- BNI Brochures
- BNI Books
- Meeting Fees Container
- Visitors' Business Cards Container
- Visitors' Name Badges
- Members' Sign in pad
- Visitors' Sign in pad



FOR AN EFFECTIVE OPEN NETWORKING THAT LEADS TO AN ENERGETIC MEETING:

1. **BE ON TIME:** All members must arrive by 6.45 am or earlier.
2. **BE ATTENTIVE:** Remain standing at all times, even if you have to write or prepare for the meeting.
3. **BE FRIENDLY:** Meet, greet and talk to every member and visitor.

TESTIMONIALS



ALAN WONG,
IT Software Consultant
Synergy Chapter

Alan reported a business income of nearly RM100,000 from attending the KL08 International Event last year. “BNI has been providing a number of business opportunities such as conferences, seminars and treasure hunts for networking. Take full advantage of every event as it is worth your time and money”, says Alan.



Wong Chee Kong
Accountant
Starlight Chapter

“After attending KL08, I successfully secured and provided consultancy services in China, Indonesia and Vietnam. I look forward to more BNI-organized events in the future. I will definitely give it my full support.”

THE WORLD'S LARGEST REFERRAL ORGANIZATION

BNI is a business and professional networking organization that offers its members the opportunity to share ideas, contacts and most importantly, referrals. With 110,000 members in 40 countries, BNI members exchanged 5 million referrals in 2008, translating to RM8 billion in business. BNI meets in various locations in Malaysia—Klang Valley, Penang, Johor, Melaka, Batu Pahat and Seremban. BNI Malaysia is located at Wisma WIM, Jalan Abang Haji Openg, Taman Tun Dr Ismail, Kuala Lumpur. BNI Johor is located at Taman Pelangi Indah, Ulu Tiram Johor.

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