

SUCCESS STORIES

BNI HALL OF MILLIONAIRES

BNI is changing the way the world does business and is delivering extraordinary results and significant business opportunities to members. While GIVING to others is what made BNI works, learning how to ASK is equally important. Asking for what you want, will help others to give. The reality is that the most successful people consistently and specifically ask for what they want to achieve their goals.

These are some of BNI Millionaires achievements – members that have received over RM1 million worth of business from BNI:



Peter Ong
Travel Agency

Peter is focused in asking for the business he is looking for to avoid confusing the members. "Achieving over a million ringgit of business comes when the network is well connected with people whom you want to meet and are willing to refer you."



Chan Seong Aun
Architect

Chan Seong Aun proved that there are business opportunities where ever you are, but it is a matter of who gets it. When you are in a profession that aggressive advertising is not an option, you are dependent on who you know and who knows you. Chan received one of the biggest referrals value at over RM500 million.



James Cheong
Offshore Investment

To many investing is still a new thing, not many are taught on how to invest their earnings. Many learnt investing in an ad hoc manner. James patience and consistently educating members to invest and refer him business has proven to work for him and have been receiving a constant flow of referrals.



Wong Beng Wai (left) sign maker and Steven Chang (right) builder and renovation

Beng Wai has received over RM1M worth of business from BNI in signage contracts and highway signs. It is also important to work with a contact sphere in the chapter. Steven Chang regularly refers to Beng Wai, after renovating a commercial outlet. Steven, achieved his personal target of RM1 million in 2007. He was excited to share his success. It took him some time to get the trust from members to refer him due to his relative young age and experience. But time spent at BNI has paid off after 4 years.



Ken Chin
Accountant

Ken's cumulative professional fees since 2001, is now totaling RM1.95 million! Business was referred to him by members, past members, visitors and spin-offs "Most members expect to gain some business from BNI, especially to cover costs, but not substantial business through meaningful relationships with other people. We need to expect more to receive more, so, take actions to make it happen. If each of us has this mindset, I'm sure we can achieve well beyond expectations. If an accountant can do it and gain this kind of business, I am sure most members can!"

GIVERS GALLERY

GIVING CAN BE EXPRESSED IN MANY WAYS.



Mohd Ibrahim bin Dato Dawood

Millennium chapter
- freight forwarder

Referred business worth RM1million for interior decoration and renovation work.

NEW GOLD CLUB MEMBERS

These members went the extra mile to extend their chapter's network to benefit their fellow members:



Andrew Wong
Millennium Chapter
- Advertising and Brand Specialist



Tracy Tee
Synergy Chapter
- Premium Gifts



Noraidah Hamzah
Ampang Chapter
- Unit Trust Consultant



Tai Ooh Kim
Suria Chapter
- Travel Consultant

HIGH-PERFORMING CHAPTERS

These chapters recorded RM3 million or more in business value transacted in 2007 —this only can happen when chapter members are focussed on giving.

Light House Chapter — RM500 million
Pinnacle Chapter — RM35 million
Inspire Chapter — RM4.3 million

Laurus Chapter — RM3.5 million
Ultimate Chapter — RM3 million
Synergy Chapter — RM3 million

HANG IN THERE AND IT'LL PAY OFF

Whang Ho Yong, representing Fuel Additives at Ampang Chapter, has been a member since 2003. He has always encouraged members to stay on and not to be discouraged when expectations are not met. He suggests to persist and review the reason for the less-than-satisfactory result. Whang's endurance paid off when Francis Teng informed Whang that his chapter member, Prudence Loh can refer him to McDonald's Corporation to supply fuel additives for diesel-operated machinery.

Both Francis Teng and Prudence Loh are from United Chapter.

