

CORE 10: Multiply Their Impact

Team Focus and BNI Alignment



Core 10 - Parts 1&2 Recap

Part 1: Choose your CORE 10 using GAINS and shared values

Part 2: Build strong habits to serve and support CORE 10 members individually.

Now it's time to think like a team - because BNI is built on team-based trust and visibility.



Build a Team Culture

Your BNI chapter may be big, but your CORE 10 is where your referral engine runs.

Tactics:

- Group chat to share leads and energy
 - Quarterly roundtable
- Shared Scorecard = Shared Ownership

Ivan Misner: "If your network is a mile wide and an inch deep, it won't be powerful"



Share Stories They Can Repeat

Make it easy for the team to promote each other.

Circulate short success wins

Practice your scripts on how to intro each other



Keep a CORE 10 Desk Sheet

Create one sheet with each
CORE 10 members

- Name, contact, industry
- Ideal client & how to intro them
- This month's pain point



Predictable Teamwide Referrals

BNi is built on systems - not randomness
Your Referrals should have a rhythm

- Each CORE 10 members commits:
 _ referrals every _ weeks
- Track and celebrate progress together



Why This Matters

“Winning teams don’t just pass the ball - they anticipate each other’s moves”

BNi isn’t just networking - it’s a *relational operating system*

This is how we honor Givers Gain: build a team that builds trust, delivers value, and wins together.



Looking for more Resources?



Find this presentation and more at
<https://thetuttlegroup.com/networking-resources/>



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