

## **Education Co-Ordinator Section**

Welcome – don't forget we want more people to take part in this section so if you would like to present during this slot and have something interesting to share and educate us on please do see me.

Today I need your help –

Buying a DVD for a birthday present – which one should I buy

This is for someone in my family

It's for a female member of my family

It's for my mum

My mum likes musicals

My mum likes musicals written by a Swedish bank who won the Eurovision Song Contest

Be specific!

In business we ask questions and listen for what our clients are looking for

In BNI – in your 60 seconds – be specific about what you are looking for and what makes a good referral.