

My Substitute List

A **substitute** is someone who attends your BNI meeting in your place to ensure your business remains visible. Their role is to represent you, maintain referral flow, and keep the meeting strong.

Things the substitute should know or be prepared with:

1. Be prepared with a **60-second presentation** about your business.
2. Present any **referrals you want reported** at the meeting.
3. Represent **you and your profession**, not themselves.
4. If their own profession is open in the chapter, they may discuss it **before or after** the meeting—but not during.

Who makes a good sub?

1. **Clients** – Raving fans who can act as live testimonials.
2. **Potential clients** – A great way to show the value of your network.
3. **Work colleagues** – Know your business and expand connections.
4. **Friends and family** – Supportive advocates who speak well of you.
5. **Members from another chapter** – Familiar with BNI and its process.

BNI Global, "Not All Substitutes Are Created Equal," *BNI*, January 1, 2018, <https://www.bni.com/the-latest/blog-news/not-all-substitutes-are-created-equal/>.

Name	Email	Mobile	Short Notice or Not	Other Info

Here are some suggested podcasts links on about substitutes:

- [BNI 656: Why You Are Not A Good Substitute](#)
- [BNI 254: Show Submission - The Power of One and Substitutes](#)
- [Episode 533: There's No Substitute for a Good Substitute \(Classic Podcast\)](#)

