



Self-Assessment – Support and Growth Director Consultant

How would you rate your engagement with the chapter you support?

Also, in the notes section, make comments as to how you validate any amazing score of 10!

Where your score is less than 10, what do you need to help you to improve your number?

KPI	Deliverable	Rarely (Score is 0)	Sometimes (Score is 5)	Almost Always (Score is 10)
Seat Value	Seat Value in Chapter is always increasing			
Chapter Growth	Chapter is in net growth every month			
Retention	Chapter Retention is more than 60%			
Every one Sponsor one	The Number of Members sponsoring is increasing and are being recognised			
Chapter Supplies	The Chapter Box is in good order; all items are BNI brand compliant, and the chapter supplies are up to date			
Mentoring Program	The Chapter Passport Program is being implemented well			
Weekly Calls	I am in weekly contact with the LT and/or MC			
Education Slot	To add value to the Chapter, I regularly do the Education slot for them			
Chapter Success Meeting (CSM)	I attend the CSM every month			
Chapter Visits	I visit the Chapter every month, and record it in BNI Connect			
BNI Business Builder	I undertake regular education on BNI Business Builder so that I can keep upskilling and also to share my knowledge with the chapter I support to add value			

Building Relationships	I have proper One to One's with the members of the Chapter I support			
Compliance	The Chapter is compliant with BNI Policies and Procedures			
Attendance	The Chapter has good attendance, with low use of substitutes			
Referrals	The Chapter passes a good number of referrals, and I can validate, through the VP or the members, that they are giving and receiving genuine qualified referrals			
Conversion	The chapter has a good conversion percentage and I am comfortable that all visitors have a great experienced, their questions are answered in Visitor Orientation and the chapter and/or myself follow up on all visitors			
Training	I undertake DC training every 2 years with an open mind of learning something new or remembering something I had forgotten I once new			
DnA round Table	I attend the round table monthly			

Validating my scores of 10 – this is how I have achieved such a great result on this area of my support tasks.

Where my score is less than 10, these are the things that would help me improve:

