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BNI WINNER DOES GOOD DEED, CHOOSES HURRICANE RELIEF - 9/2/2005

News Release

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COLUMBIA, Mo. – Standing behind the organization's motto, "Givers Gain," when local Business Network International member John Corn chose the ace of spades and won his chapter's 50-50 award drawing, he decided to donate his \$95 in winnings to the American Red Cross to help hurricane victims.

The gift to the Red Cross will be processed through the BNI Misner Charitable Foundation, which is matching donations from BNI chapters, so the total amount given will be \$190.

"It seemed like the right thing to do," Corn said. "It's not much, but I figure any little bit may help."

Owner of All Over the House Home Inspection, Corn is a member of BNI's Columbia Referral Network Chapter, which meets at 11:30 a.m. every Wednesday at the Lenoir Woods Conference Center. Visitors are welcome.

Founded in 1985 by Ivan R. Misner, a noted author and expert on word-of-mouth marketing methods, Business Network International (BNI) is a world-wide networking organization that specializes in generating business referrals for its members. BNI has four chapters in Columbia, more than 2,800 chapters around the world and more than 50 chapters in the St. Louis region, of which Columbia is a part.

BNI has generated 8 million referrals and \$4 billion in business for its members. BNI chapters allow one person from each industry category to become a member. The members help each other by passing referrals and learning more about their fellow businesses, in effect becoming an extended sales force for the other members.

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