

Introduction to Feature Presentation



BNI BEYOND

The Power of Power Teams

17-October-2025

BNI Chapter President introduces Michael ...

It's my pleasure to introduce Michael Hain, who was awarded **Highest Performing Chapter Member for the last financial year** — the only member to achieve a perfect 100 Traffic Light Points for the entire 12 months. What makes this even more impressive is that Michael maintained that record despite facing health challenges, supported by his substitutes every week for six months — a real example of the power of teamwork and cross-chapter collaboration. Today, Michael will share how a Power Team works, how it differs from a Contact Sphere, and why building stronger Power Team relationships is one of the smartest ways to grow your business through BNI. Please join me in welcoming Michael.

Welcome to our **Power Team Visitors Day** where we are going to explain **the Power of Power Teams**

Where **Together Everyone Achieves More**

Power of ONE: Grow your Business with BNI

Traditional Networking

Is casual.
Is occasional.
Is random.
Looks for quick wins.
Collects contacts.

Networking IN BNI

Is structured.
Is consistent.
Is intentional.
Builds long-term trust.
Creates referrals.

V/s

- 1x weekly Meeting + 1x weekly 121 + 1x weekly Referral + 1x weekly CEU + 1x monthly Visitor is a fundamental baseline in BNI that is not relevant in other networking groups who do not track KPI
- In other **Social** Networking Groups you do Business **with** each other
- As a **Professional** in BNI you do business **with each other's Clients**

BNI

Meeting

Weekly

1-1

Weekly

Referral

Weekly

CEU

Weekly

Visitor

Monthly

Let's look at the **Power of BNI**, compared with OTHER Networking groups

I've been networking for 25 years, in fact I built my business on word-of-mouth referrals, and I've found that:

- Before I joined BNI I did Business with members of other Networking Groups, but I was rarely introduced to a client of another member.
- When I joined BNI 6½ years ago, I was skeptical of having my **Key Performance Indicators** tracked, but I quickly found that this encouraged me to not only refer myself to other members (& vice versa), it encouraged me to refer my clients to those I built trust in (& vice versa).
- **The Power of 1** (weekly Meeting, weekly 121, weekly Referral, weekly CEU & monthly visitor) was also a fundamental baseline within BNI that was not relevant in other networking groups who did not track KPI.
- In other **Social** Networking Groups you do Business **with** each other, but in BNI you are **Professional** and do business **with each other's Clients**

What is a Power Team?

- The Power of BNI is the **Trusted Partnership** with **other members**!
- A **Power Team** is a group of BNI Members who:
 - **Collaborate** to WIN business
 - **Work together** on projects
 - Provide a **constant stream of HOT Referrals** to each other
 - **Support** each other with a **Givers Gain** philosophy
- Members **may not** be within the same Chapter or Contact Sphere
 - **Contact Spheres** are groups of people who share a similar customer base where referrals can more easily be passed on in a customer journey (e.g. Property, Marketing, Health, Law, Accounting, etc.)



The **Power of BNI** is the **Trusted Partnership** with **other members** & its much more than a **Strategic Alliance**

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- **Contact Spheres** are groups of people who share a similar customer base where referrals can more easily be passed on in a customer journey
- For example – Property, Marketing, Health, Law, Accounting, etc

Power Team vs Contact Sphere

- A Power Team **meets regularly, sets Goals, tracks results and Monitors Progress**
- Power Team Members develop strong relationships with each other, building **TRUST** and **UNDERSTANDING** of each other's businesses and they **commit to regularly & consistently** refer business to each another
- **Loyalty** is developed and leads to a culture of **Givers Gain** and support with **TYFCB growing exponentially**
- There is **NO obligation to refer in a Contact Sphere**, it is a group of people who share a similar customer base where referrals can more easily be passed on in a customer journey, with the potential or **opportunity** to refer, but there is no commitment to do so



So **what's the difference** between a **Power Team** & a **Contact Sphere**?

- A Power Team **meets regularly, sets Goals, tracks results and Monitors Progress**
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Power Team vs Contact Sphere

- **Still a little confused ?**
- Think of yourself as a **mouse on a treadmill** running consistently.
- Going through every week motions of conducting Business, attending BNI, meeting 121's & exchanging a referral when you can.
- Now add a steroid into the mix and ramp up the connections to people with businesses that align well with yours. Make a concerted effort to seek these people out and really work together with gusto.
- Collaborate and introduce them to your contacts so your referrals are intentional and of mutual benefit.
- Now you're striving for momentum and training for a marathon with a team backing you.



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Quote by Dr. Ivan Misner

BNI Founder

“Your **Contact Sphere** is the **possible** professions you **can** team up with, while your **Power Team** is the group **you have actually teamed up with**”



Photo courtesy of stockimages of FreeDigitalPhotos.net

BNI

Dr Ivan Misner, BNI Founder sums it up by saying
“Your **Contact Sphere** is the **possible** professions you **can** team up with, while your **Power Team** is the group **you have actually teamed up with**”

BNI statistically measures 67% of referrals coming from your Power Team

So **How do YOU** build a Power Team?

1. **Book regular 121s** to understand each other's **values, priorities, approach to customers, ethics, etc;**
2. Your relationship strengthens as you refer to each other, and you build **Trust** and **Loyalty;**
3. Your Power Team builds as you work together **collaboratively;**
4. **Track your results**

My Power Team at this Chapter




- Bruce Brammall, **Financial Planner**
- Annette Esposito, **Wills & Estate Lawyer**
- Rob Rankin, **Commercial Lawyer**
- Jim Skivalidas, **Chiropractor**
- Michael Hain, **Security Systems**













I'd like to introduce you to **my Power Team at this Chapter:**

- **Bruce** is our **Financial Advisor**
- **Annette** is our **Wills & Estate Lawyer**
- **Rob** is our **Commercial Lawyer**
- My wife and I sleep on **Jim's mattress & pillows**

We secure their properties and those of their referrals and they each continue to refer me to ongoing Monitoring Service Agreements that generates income every month

None of these 4 BNI Referral Exchange members are in **my** Contact Sphere, but they are my key partners at this chapter.

Bruce Brammall, Financial Planner



Bruce Brammall

Financial Adviser

BA (Comms), A. Dip (FP), Cert IV (MB)

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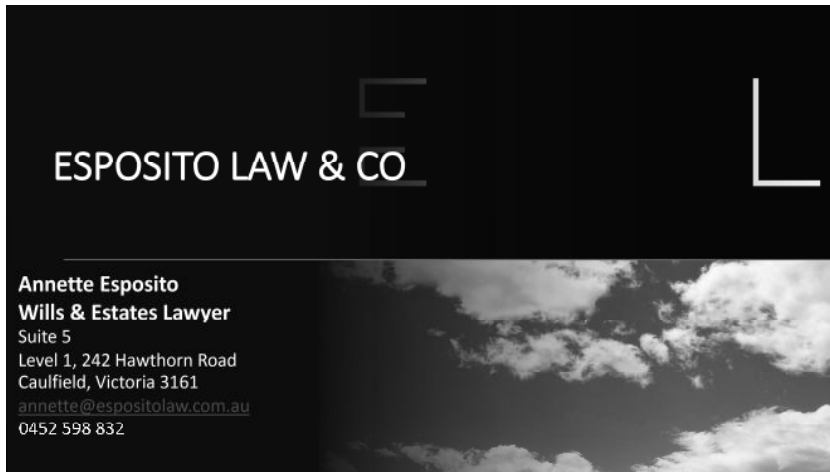
My office was broken into in November, 2020, so I called Michael as soon as the police had sorted out their stuff. A few months later we started doing some renovations at home and our neighbor had a heated fight with our buildings, so I called Michael straight away and said “We’ve got to get cameras in”.

A few weeks passed and there was another incident out the front of our house, so I went straight to the cameras. They showed our neighbor wandering around the front of our house, walking down the street, getting his car, coming back up and ramming the builder’s trailer that was out the front. Thankfully, all caught on camera. Further follow up to see where else he’s been. The cameras found him in the back yard having jumped over the fence, walked across the half-built pool up onto the deck where my now ex-wife was sitting on the couch, just meters away. The evidence was delivered to the police and he was charged and convicted with intervention orders taken out.

The cameras at the office are also wonderful, a resource for police, particularly when they often come past and say “something happening out here - can you help, did your cameras potentially catch it”?

So, I certainly feel more able to sleep at night and have the peace of mind that Michael talks about. It’s also been wonderful on the other side to be able to assist Michael and his lovely wife Miriam with their superannuation. So yeah, a great opportunity to have been working with Michael for the last five or so years.

Annette Esposito, Wills & Estate Lawyer



- As a member of a power team with Michael, the real benefit is to be able to know that my referral to him is to a person who I know like and trust.
- This means knowing Michael is an expert in his field, he is someone that I can trust will uphold the BNi code of ethics and he is someone I like.
- Having known Michael for many years, he is someone who is front of mind when considering the security needs of my clients, friends and family.
- In turn, Michael has been someone who is able to refer to me with his “givers gain” mentality wanting to do business with the persons who have given work to you.
- On a much broader range, I have had the pleasure of seeing Michael’s business not only grow but thrive as he continues to update the chapter on his growing list of clients for ongoing contracts of CCTV and alarms for not only members of this chapter but for chapters in other areas.

Rob Rankin, Commercial Lawyer

**rankin
business
lawyers**



BNI

Unfortunately Rob had a last-minute emergency and couldn't attend today

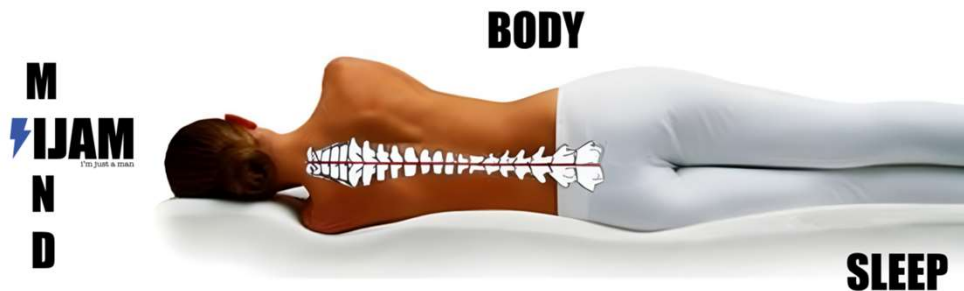
But our businesses work together even without Rob

Isabella and Ming representing him today are great members of his team with whom I've build a great working relationship

Jim Skivalidas, Chiropractor



Holistic Chiropractor, Kinesiologist,
Sleep Consultant.
Mens Mental Health Advocate

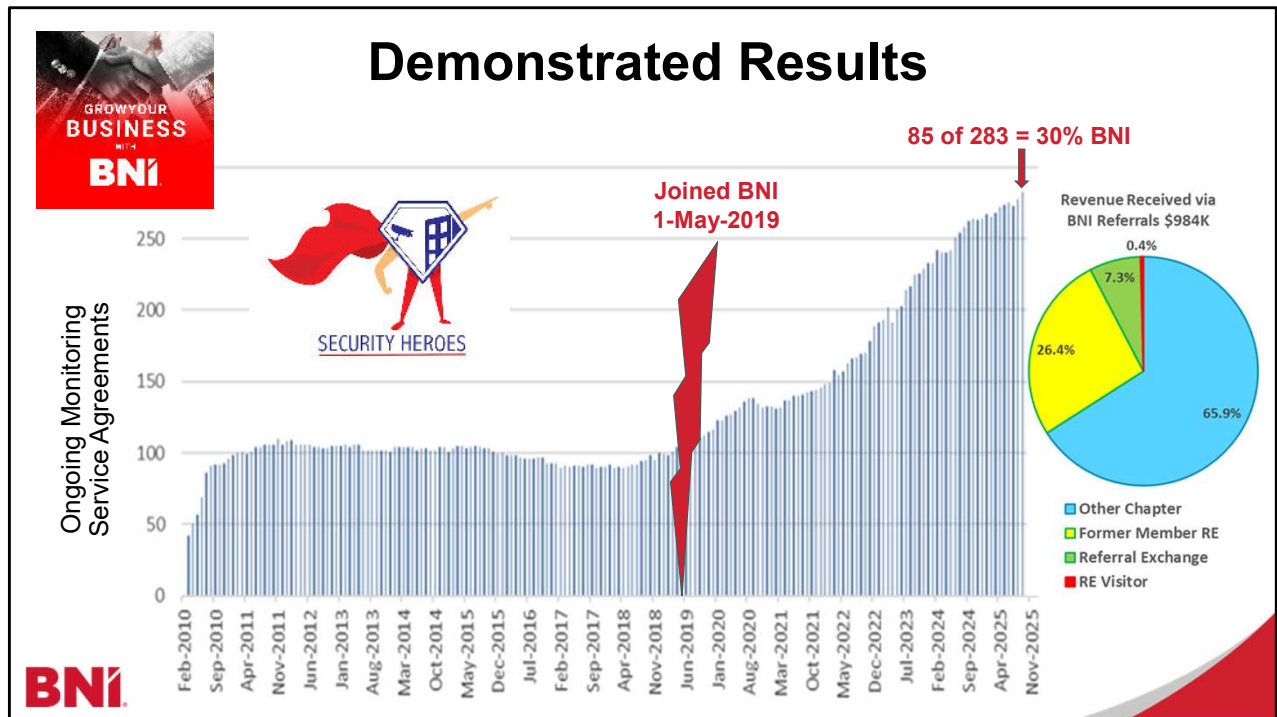


BNI

Thank you Michael. We're not the most obvious connections in the Power Sphere perspective. On a personal level, Michael's about safety in your home, in your business, and you know, health is one of those things that's very private for most people. So as I mentioned earlier, you build Trust before there's Credibility.

You've got to feel safe, and I've been honored to do that with different members, let's say for chiropractic and the bedding products, and then the greatest safety, say the mental health and the community, and supporting someone like Scott Paron. But one thing I wanted to mention about Michael, there's the rule of being in the room where, for me, when I think because I don't have a lot of "health" people around me, I look at how do I offer the value of what I do to make it valuable in your life? And then those things align and I think Michael's been able to achieve that. I've done some work doing charity stuff with him being able to support the members. But Michael's done that on a bigger scale.

So this is your home, this is your chapter, but he's gone out to the community where he started off at, I don't know, 10 people being under contract, under your security agreement to like 80 plus. And one thing I wanted to mention is my business went from being a massage therapist at Bridge Street which burned down to where I'm now nine years and at the beautiful 55 Rouse Street. I haven't mentioned that enough, where I need to have security because there's like seven people in the building.



- Security Heroes was created with a **Customer Focussed Core Value** after I built the largest Franchise of the 4th largest Home Security firm in Australia.
- Our growth then plateaued for 9 years **until I joined BNI in May 2019** and look at our growth since.
- You hear every week how I'm accumulating ongoing Monitoring-Service Agreements sourced from BNI, now with **85 within 6 years** that now makes up **30%** of my overall Agreements built over 15 years, with $\frac{1}{3}$ of these from RE but $\frac{2}{3}$ from other BNI Chapters.
- This is despite natural loss due to customers dying & selling, although I turn many of these into opportunities by converting cancellation requests into referrals to the new occupants.
- **On top of this**, I also receive substantial referrals for many non-recurring sales & services, some worth tens of thousands of dollars.

Michael Hain, Security Heroes



The advertisement for Security Heroes features a central image of a man in a suit pulling open his jacket to reveal a blue superhero chest. Text on the image includes "CUSTOMISED SECURITY SOLUTIONS", "SECURITY HEROES", "No Lock-in monitoring contract", "Wired or portable wireless alarms", "Get your system NBN Ready", "Trusted Alarm & CCTV Systems", "Securing Your Peace of Mind", "Service", "Supply & Install", "Monitor", "SecurityHeroes.com.au", and "1300 85 84 19". To the right, there are several BNi membership logos: "BNi PERFECT MEMBER", "BNi MASTER CONNECTOR", "BNi 100 POINT MEMBER", and a "Green Member BNi" badge. Below these is the "PEACE OF MIND Service Plan" logo with a house icon. A portrait of Michael Hain is shown next to the text: "Alarms, CCTV & Video Intercoms", "Service & Installation", "NO lock-in Contracts", "www.SecurityHeroes.com.au", "Securing Your Peace-of-Mind", "Michael Hain", "0419 344 453", and "michael@securityheroes.com.au". At the bottom right are logos for "VSI VICTORIAN SECURITY INSTITUTE" and "ASIAL GOLD MEMBER AUSTRALIAN SECURITY INDUSTRY ASSOCIATION LIMITED". A red and white diagonal graphic is in the bottom right corner.

I want to recognise my **Referral Partners at other chapters** some of whom are here today, together with some of my supporters who subbed for me when I needed them 😊

My **extended Power Team** consists of **BNi Members at chapters throughout Melbourne Central**, so I absolutely encourage everyone to **go visit other chapters**, follow up with **121s with those you connect with** and **partner with those who share your values** to form a **Power Team** where **you too can**:

- **Collaborate** to WIN business
- **Work together** on projects
- Provide a **constant stream of HOT Referrals** to each other, &
- **Support** each other with a **Givers Gain** philosophy 😊