

A group of local businessmen and women has achieved a milestone. Yesterday morning, the Glasgow chapter of Business Network International (known as BNI) met to celebrate \$1 million in business from referrals.

With chapters in nearly 50 countries, BNI is the world's largest business referral organization. Members suggest customers and services to each other in hopes of getting future referrals in return.

Founded in 2010, the chapter now has 33 members and is still growing. Chartering member and former president Sonny Flat said BNI's early days were some of its toughest:

{audio}http://wcluradio.com/newscuts/0628flat.mp3{/audio}

The charter members stuck with the group despite the hardship. They began to see results after about a year.

Current president Scott Kerley says the shared experience has shaped the chapter into a family.

## **BNI CELEBRATES \$1 MILLION IN BUSINESS**

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{audio}http://wcluradio.com/newscuts/0628kerley.mp3{/audio}

You can find your local BNI chapter by calling (615) 297-0076.