



TERMS & CONDITIONS, POLICIES AND INFORMATION FOR BNI MEMBERS

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INTRODUCTION

Welcome to Business Network International (BNI).

The following Terms & Conditions contain important information relating to BNI membership. By submitting an application or continuing your membership, you confirm that you have read, understood, and agree to these Terms & Conditions.

BNI PHILOSOPHY

BNI operates on the philosophy of Givers Gain® — by helping others, members create opportunities for mutual support and business growth. Success within BNI requires a long-term commitment, active participation, professionalism, and trust-based relationship building.

MISSION

The mission of BNI is to help its members increase their business through a structured, positive, and professional referral marketing program that enables the development of long-term and meaningful business relationships.

GENERAL MEMBERSHIP CONDITIONS

1. Only one person per professional classification may be accepted into a BNI group. In case of classification conflicts, the group leadership has the final decision.
2. Members must represent their primary profession, not a secondary or side activity.
3. Weekly meetings last approximately 90 minutes. Members are expected to arrive on time and stay for the full duration.
4. Members may not belong to another BNI group or any other referral organization that allows only one representative per profession, as this would reduce their commitment to the group.
5. Attendance is essential. A member may send a substitute (who is not a member of the same group). This does not count as an absence. A member may be absent a maximum of three times within six months. A former member whose membership ended due to resignation, non-renewal, or termination may not attend BNI meetings as a substitute for any member, for a period of twelve (12) months from the effective date of their departure.
6. Groups may set minimum activity requirements, including referrals given and visitors invited, as a condition of continued membership.
7. Visitors may attend a maximum of two meetings within a six-month period.
8. All new members must complete the Member Success Program in their region. Failure to do so in a timely manner may result in reopening the professional classification.
9. Non-attendance or misunderstanding of the rules does not constitute grounds for a refund.
10. Members wishing to transfer to another BNI group must submit a new application, subject to approval by the target group's Membership Committee.

CODE OF CONDUCT

Each BNI member agrees to:

- Provide high-quality products and services at agreed terms.
- Act honestly and professionally toward other members and their referrals.
- Build goodwill and trust within the group.
- Properly follow up on received referrals.
- Comply with the ethical standards of their profession.
- Maintain a positive and supportive attitude toward other BNI members.

ACCOUNTABILITY FOR RESULTS

BNI provides a structured system for collaboration, education, and business relationship building. BNI does not guarantee any specific business results, number of referrals, or level of income for its members. The member acknowledges and agrees that their results within BNI depend directly in particular on:

- Consistency and continuity of participation. Regular and punctual attendance at meetings, long-term presence in the group, and respect for the meeting structure are essential for building trust and referral relationships.
- Active contribution to the group. Providing relevant and high-quality referrals, inviting visitors, and actively supporting other members are fundamental principles of how BNI operates.
- Professional credibility and quality of work. The way the member handles received referrals, the speed and professionalism of follow-up communication, and the quality of the services or products provided directly influence the member's reputation and the willingness of other members to provide further referrals.

RESPONSIBILITY FOR SERVICES AND BUSINESS RELATIONSHIPS BETWEEN MEMBERS

BNI does not guarantee the quality of services, products, or performance provided by individual members. Each member operates independently and at their own responsibility. All business relationships between BNI members are established solely between the members involved. Members are responsible for:

- complying with all applicable laws and regulations,
- conducting their own business, legal, and tax due diligence,
- entering into appropriate contractual agreements in accordance with standard business practice.

BNI is not a party to contracts between members and shall not be liable for any damages, losses, or disputes arising from such relationships.

CONFLICT RESOLUTION AND MEDIATION BETWEEN MEMBERS

BNI is a professional referral organization built on trust, cooperation, and mutual respect.

Disagreements or conflicts may occasionally arise between members in the course of business or collaboration.

Members agree that:

- Any conflict arising within the context of BNI membership should first be addressed directly and professionally between the involved parties.
- If a resolution cannot be reached, members are encouraged to seek mediation facilitated by the Membership Committee or Chapter Leadership.
- Participation in mediation is expected to be conducted in good faith, with the intention of preserving professional relationships and chapter stability.

BNI does not act as an arbitrator in commercial disputes between members and does not assume responsibility for their outcome. Failure to engage constructively in conflict resolution or refusal to participate in mediation may be considered conduct detrimental to the group and may result in disciplinary action, including termination of membership.

Participation in mediation does not suspend membership obligations, including attendance, activity requirements, or fee payments, unless explicitly agreed otherwise by the Membership Committee.

DISCIPLINARY PROCESS AND PROBATION

BNI aims to resolve membership issues constructively wherever possible, while protecting the integrity, culture, and effectiveness of the group.

In cases of non-compliance with BNI policies, low engagement, or behavior inconsistent with BNI values, the following steps may be applied at the discretion of the Membership Committee or group leadership:

- Informal or verbal notice outlining the concern.
- Written notice specifying required corrective actions and expectations.
- A defined probation period with measurable improvement criteria.
- Termination of membership if the required improvement is not achieved within the agreed timeframe.

The application of these steps is not mandatory in all cases. Serious violations of BNI policies, ethical standards, or conduct harmful to the group may result in immediate termination without prior probation.

CONFIDENTIALITY, DATA USE, AND NON-SOLICITATION

During the course of membership, members may gain access to confidential information, including contact details of other members, visitors, referrals, and internal group information.

Members agree to:

- Use BNI-related contact information solely for legitimate business follow-up connected to BNI activities.
- Respect the confidentiality of referrals, internal discussions, and sensitive information shared within the group.
- Refrain from mass communication, solicitation, or promotional outreach to BNI members or visitors
- Avoid any form of solicitation, recruitment, or poaching of members or visitors that undermines the integrity of the group or violates BNI policies.

These obligations survive the termination or expiration of membership. Any misuse of data, breach of confidentiality, or improper solicitation may result in disciplinary action, including termination of membership or restriction from future participation in BNI activities.

PROTECTION OF BNI KNOW-HOW AND LEADERSHIP MATERIALS

Members who take on voluntary or appointed leadership roles within BNI chapters, including but not limited to chapter leadership teams, Membership Committees, education or support roles, may be provided with access to BNI manuals, guides, procedures, training materials, and operational documentation, whether in electronic or physical form (the "Leadership Materials").

These Leadership Materials constitute proprietary and confidential know-how of BNI and are provided solely for the purpose of fulfilling the member's role within the BNI organization. All Leadership Materials remain the exclusive intellectual property of BNI or its licensors.

Members agree that they shall:

- Use the Leadership Materials exclusively for internal BNI purposes and in accordance with their assigned role.
- Not copy, distribute, share, publish, reproduce, or otherwise disclose the Leadership Materials, in whole or in part, to any third party outside of the BNI organization.
- Not use the Leadership Materials for personal commercial purposes or for the benefit of any competing or external networking, referral, or training organization.

The obligation to protect BNI know-how applies during the term of membership and continues after the termination or expiration of membership, regardless of the reason for termination.

Any breach of this obligation shall be considered a serious violation of BNI policies and may result in immediate termination of membership, removal from leadership roles, restriction from future leadership positions, and any other remedies available under applicable law.

TERMINATION OF MEMBERSHIP

Membership in BNI is based on active participation, professionalism, and adherence to BNI policies and values. A member may be subject to termination of membership by the group leadership or Membership Committee if any of the following occurs:

- Failure to actively contribute to the group, including a consistently low level of referrals, visitor invitations, or engagement, as defined by the group's minimum activity standards.
- Violation of the BNI Code of Conduct, including unethical behavior, misrepresentation, or actions that damage trust within the group.
- Repeated failure to properly follow up on referrals, including repeated lack of responsiveness, unprofessional handling of referrals, or damage to the referring members' reputation.
- Providing products or services that consistently fail to meet professional standards, resulting in justified complaints from other members or clients.
- Non-compliance with BNI policies, procedures, or decisions of the Membership Committee or group leadership.
- Denial to complete required BNI training programs, including the Member Success Program, within 90 days from the membership start date.

- Non-payment of membership fees or chapter-level fees, in accordance with administrative conditions.
- Conduct that disrupts the stability, culture, or effective functioning of the group, including repeated negativity, lack of cooperation, or behavior contrary to the Givers Gain® philosophy.

Termination of membership does not entitle the member to any refund of fees paid. The decision of the Membership Committee or group leadership shall be final, subject to applicable BNI policies.

ADMINISTRATIVE CONDITIONS

- BNI is a marketing service of BNI Enterprises Inc. and is delivered by independent regional franchisees.
- BNI reserves the right to establish one or more groups within the same community where interest exists.
- The moment when a group or individual member is officially activated in the internal BNI Connect system marks the beginning of their membership and enables full access to BNI membership functions and the BNI environment. From this moment, the member is considered fully active for administrative, operational, and financial purposes, including participation in meetings, access to systems and materials, and application of the Refund Policy.
- Membership fees may be adjusted from time to time.

REFUND POLICY

- A. Active groups.
Once membership is activated in BNI Connect, no refunds are possible.
- B. Groups under development
The registration fee (7,000 CZK) is non-refundable. If an applicant withdraws before the group is activated in BNI Connect, the membership fee of 28,000 CZK will be refunded. Once the group is activated in BNI Connect, no refunds are possible.

POLICY UPDATES

BNI Czechia reserves the right to amend or update these Terms of Service and related policies as necessary. Members will be informed of material changes through official BNI communication channels. Continued participation in BNI following such notification constitutes acceptance of the updated terms.