**![Official-BNI-Logo-Blk-2010[1]]()**

Revised: 2017-10-31 mk

**Contact Sphere / Power Team Chart**

(related businesses that have a symbiotic relationship)

While some of these professions may seem very similar, they are distinct professional classifications. Remember, the closer related the professions, the easier it is to create referrals for one another.

**How does this relate to inviting?** Ivan Misner says that in order **to gain 1 new member** you may have to invite **10 people** to a meeting. For every 10 people invited 2-3 will show and 1 will join.

Look at the professions below to see who you are missing in your contact sphere and start inviting!

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These are **not** exhaustive lists. There are many professions not listed.

Some professions are in more than one Contact Sphere list.

1. Write in your chapter members’ names next to their professions.
2. Within your contact sphere, decide your priority for obtaining the various professions in your chapter. Which professions are most important to fill in your chapter and contact sphere?
3. Specifically decide who you want to invite to visit your chapter. **It is best to have more than one name or candidate for each category.**

Of course, there can only be one person per professional classification in your chapter. The Membership Committee of your chapter has final authority relating to classification conflicts.

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| **Automotive Services** | **Member & Candidates** | **Email and phone** | **Priority** |
| Auto Glass Repair |  |  |  |
|  |  |  |  |
| **Business Services** |  |  |  |
| Furniture – Office |  |  |  |
| Human Resource Consultant |  |  |  |
| Mailing & Packing Services |  |  |  |
| Plants – Installation, Maint.  |  |  |  |
| Security System |  |  |  |
| Travel Agent |  |  |  |
| Trophies & Engraving |  |  |  |
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| **Computers & Technology** | **Member & Candidates** | **Email and phone** | **Priority** |
| Video Production |  |  |  |
| **Event Services** |  |  |  |
| Alterations / Tailor / Seamstress |  |  |  |
| Bridal Wear |  |  |  |
| DJ |  |  |  |
| Event Planner/Wedding Planner |  |  |  |
| Florist |  |  |  |
| Formal Wear |  |  |  |
| Gift Baskets |  |  |  |
| Hair Stylist |  |  |  |
| Jewelry – Fashion |  |  |  |
| Jewelry – Fine |  |  |  |
| Marriage Therapist |  |  |  |
| Baker (& Wedding Cake) |  |  |  |
| Nails  |  |  |  |
| Rental Company (equipment) |  |  |  |
|  |  |  |  |
|  | **Member & Candidates** | **Email and phone** | **Priority** |
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| Travel Agent |  |  |  |
| Videographer |  |  |  |
| Wine Sommelier / Making |  |  |  |
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| **Personal Services** | **Member & Candidates** | **Email and phone** | **Priority** |
| Funeral Planning & Services |  |  |  |
| Alterations / Tailor / Seamstress |  |  |  |
| Antiques & Collectibles  |  |  |  |
| Art Framing |  |  |  |
| Candles |  |  |  |
| Chef |  |  |  |
| Dry Cleaners |  |  |  |
| Dance Studio/Lessons |  |  |  |
| Florist |  |  |  |
| Funeral Planning & Services |  |  |  |
| Gift Baskets |  |  |  |
| Greeting Cards |  |  |  |
| Hair Stylist |  |  |  |
| Jewelry – Fashion, Fine |  |  |  |
| Martial Arts |  |  |  |
| Pet Grooming |  |  |  |
| Pet Foods & Supplies |  |  |  |
| Pet Sitting |  |  |  |
| Pet Training |  |  |  |
| Pool Service Co/Construction |  |  |  |
| Scrapbooks |  |  |  |
| Travel Agent |  |  |  |
| Wine Making, Sales & Tasting |  |  |  |
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| **Health & Wellness** | **Member & Candidates** | **Email and phone** | **Priority** |
| Acupuncture & Chinese Medicine |  |  |  |
| Air Purification |  |  |  |
| Alternative Medicine |  |  |  |
| Assisted Living |  |  |  |
| Hair Stylist |  |  |  |
| Homeopath |  |  |  |
| Hypnotherapist |  |  |  |
| Hospice |  |  |  |
| Massage Therapist |  |  |  |
| Optometrist – Doctor |  |  |  |
| Optician |  |  |  |
| Orthotics |  |  |  |
| Physical Therapist |  |  |  |
| Podiatrist |  |  |  |
| Psychotherapist – Licensed  |  |  |  |
| Reflexology |  |  |  |
| Reiki Healing |  |  |  |
| Skin Care – Cosmetics |  |  |  |
| Water Purification / Coolers |  |  |  |
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| **Home Services** | **Member & Candidates** | **Email and phone** | **Priority** |
| Appraiser |  |  |  |
| Architect |  |  |  |
| Closet Organizer |  |  |  |
| Carpenter |  |  |  |
| Concrete / Concrete painting |  |  |  |
| Builder – Residential |  |  |  |
| Environmental Consultant |  |  |  |
| Flooring Sales – carpet, wood |  |  |  |
| Garage Doors |  |  |  |
| Home Theater Systems |  |  |  |
| Junk Removal |  |  |  |
| Lawn cutter/Snow Removal |  |  |  |
| Mason – Brick & Tile Layer |  |  |  |
| Painter – Commercial |  |  |  |
| Painter – Residential |  |  |  |
| Pest Control |  |  |  |
| Property Management Company |  |  |  |
| Security System |  |  |  |
| Title Company |  |  |  |
| Wallpaper Installation |  |  |  |
| Window Cleaning |  |  |  |
| Window Coverings |  |  |  |
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| **PLACES TO LOOK FOR NAMES:** |