

The BNI Stone “Dylan, Wayne And Richard Fun” Game. - The DWARF Game.

Objective – to earn as many points as you can for your team by following the “BNI system” in a seven week competition (8th, 15th, 22nd & 29th August and 5th, 12th & 19th September) with final scores 26th September

Points are awarded for effective BNI performance; points are lost for ineffective performance as follows:

Effective Performance	Score	Ineffective Performance	Score
Attending BNI training	+2	No Name Badge	-1
Giving a WRITTEN Testimonial	+2	No Business Card Holder	-1
Having a 1 to 1 with a fellow member	+2 each	Apologising in Contributions (each apology)	-1
Giving a referral (when confirmed by recipient)	+3	Displaying Behaviour inappropriate to visitors (each time)	-1
Bringing a Visitor	+5	60 second presentation not relevant to your category	-1
Bringing a Visitor who joins	+10	Phone Ringing (each call)	-1
Any referrals from your visitor (when confirmed by recipient)	+3	Late Arrival	-2
		Leaving Early	-3
		Absent without a substitute	-3

Teams

Team Name	Dopey	Sleepy	Bashful
Team Members	Wayne Pearce Richard Mitchell Dylan Franklin	Nick Evans Steve Halls Alison O'Mara Andrew Ratcliffe Grahame Tyson	Andrew Wilson Ada Haywood Jeremy Bramall Richard Gibbins Antonio Cycles
Score	15.00	16.58	16.55
Happy	Grumpy	Doc	Sneezy
Bob Till Ian James Andrew Eardley Nanita Tilsley Mark Dickinson	Owen Ward Tony Burgess Edward Whitfield Dave Roberts Muna Dilling	Karryn Ewers Richard Winton Alan Legg Ian Ashley Dave Pickard	Jez McKenzie Andrew Stanway William Hudson Michael Johnson Jane Fox
16.58	16.54	16.57	16.53

The scores you see are based on the total weekly score that the team would have scored taken from the PALMS report from the last 6 months with estimations on 1 to 1s badge wearing etc.

Prizes

Winning team – Dinner for 2 including a bottle of wine at Granvilles in Stone for EACH MEMBER
 Top individual – Dinner for 2 including a bottle of wine at Granvilles in Stone & a bottle of Champagne