

## **SUBSTITUTE LIST - DANVILLE MID-DAY REFERRAL GROUP**

Updated 8-10-10

The list below is our substitute list that will allow you to call on these individuals in case you will be absent for a BNI meeting. It's always better to get a sub to give your infomercial than to be absent.

Remember to prepare your substitute - provide them with your infomercial well ahead of time, and if the sub is not a BNI member, let them know what to expect at the meeting.

A BNI member can be a substitute for our chapter as often as they like. For a non BNI member, that person is only allowed to sub for our chapter twice in a term (six month period). BNI members are allowed up to 3 subs and 3 absences in a six-month period or you can have 6 substitutes total for the six-month term.

It is also recommended that you call a client or business associate to sub for you instead of calling another BNI member since they can provide an excellent testimonial about your business. Your satisfied clients are the BEST substitutes, because they will sing your praises!

### **BNI MEMBERS**

- Rick SanVicente (Reverse Mortgage Consultant) 925-848.6575
- Kat Hartnagel (Tutor Doctor) 925-399-6622
- Veronica Scheers (Dutch Boy Window Cleaning) 925-627-4225
- Stefani Martin (Stylist, Salon Cartier) 925-939-7425
- Susan Schott - Entertainment Services - 510-670-2871
- Terri Piazza - Legal Services Manager - 408-507-0338
- Shari Smith - Internet Services - 925-307-7015
- Rosmary Bartsch - Estate Planning - 925-456-6001
- Thomas Eager - Greeting Cards - 925-855-1179
- Esteban Valiente - Painter - 925-719-7807

### **NON BNI MEMBERS**

- Bhumika Jackson (Stylist, U Studio Salon) 925-451-7032
- Robin Fox (Client Driven Marketing) 925-451-3069

If you have any questions, please contact our Membership Committee.