

Beehive Networking

Everyone knows at least 200 people.

That is a fact.

The Beehive Game 'Live' concept taps into the mental database of people that are known to each business owner and brings people together.

Explanation of the Beehive Game

At least 30 business owners in one room. Each person has 100 business cards and 4 questions for leads they are seeking in their business.

After a brief tutorial the attendees are divided into smaller "hives" of 5-7 people.

Each hive chooses a "Queen bee" and a "worker bee". Each person in the hive has an opportunity in sequence to play both of these roles throughout the game.

The Queen bee gives one of her questions to the worker bee and explains exactly what he/she is looking for ("Do you know anyone who...?"). When the worker bee fully understands what their Queen is seeking, they stand up to indicate that they are ready to play. The game is played by each worker bee running simultaneously from hive to hive and asking the Queen bee's question.

Whenever anyone in these hives has a lead for this question, they then give the worker bee their business card. Game play is fast, loud and boisterous. When the worker bee is called back to their own hive, they usually have a fist full of business cards (leads) for their Queen! Play then continues with a new Queen and a new worker being chosen. One round is completed when each person in the hive has played both of these roles.

Here are some samples of questions that have been asked in the past...

"Do you know anyone who...would like their website redesigned?"

"Do you know anyone who...would like a free quote for residential cleaning?"

"Do you know anyone who...likes to joint venture?"

The possibilities are endless. With 50 people playing the game...you are tapping into a database of 10,000 possible contacts and leads...because everyone knows 200 people!

Why this concept works so well...

By writing out a question for a lead you are seeking and then giving it to someone else to ask for you, you are taking the "fear" out of networking. As a worker bee, you have absolutely no attachment to the question you are asking and therefore it is not a frightening or embarrassing situation for you.



Wednesday, February 24, 2010

Days Inn & Conference Centre

Ballroom A & B

12:00pm - Luncheon on "The

Law of Reciprocity" with

Michael Fletcher of

Newworld Coaching

1:30-4:30 pm - Beehive Game

Cost: \$40 - Lunch & Game

\$25 - Game only

Lunch & Game Game Only

Name: _____

Phone #: _____

Email: _____

Billing Information:

Visa MasterCard

Card # _____

Exp ____/____

Cheque Cash

Submit registrations:

Email: info@timminschamber.on.ca

Fax: 360-1193

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