The Elegance Times

Leadership Team's term calendar · 1 October 2026 to 31 March 2027 · Twenty-six Thursdays, six Power Teams, five things we said we would do

MEETINGS	OTHER EVENTS	VISITORS	RECRUITS	MEMBERS BY MARCH	CLOSED BUSINESS
26	53	150	27	95	₹60 Cr

THE FIVE OBJECTIVES

Objective	RO goal	Chapter target
STRONG Chapter Traffic Light	CTL 100	**CTL 95, from 80 today. Visitor conversion 12.8% to 25%.**
VIBRANT Members Green or Amber	80%	**80%, from 76.3% — 61 of 80 (September). Connect education, CEU drive, mentorship.**
LOT'S Chapter size	Net +10	**95 members from 78. 27 gross recruits against 10 expected lapses.**
HAPPY Seat value	₹75 L / ₹1.5 Cr	**₹1.2 Cr seat value. ₹5.6 Cr a month to ₹10 Cr. ₹60 Cr across the term.**
PROUD Students engaged	200+	**300 students. Three sessions January to March; 325 planned.**

TWELVE REGIONAL CLASHES, ALL RESOLVED

The BNI Goa regional calendar arrived on 7 September and was folded in whole. Every second Saturday is a DART and LTRT day, so all six Coordinator Round Tables moved; four now run at 8.00am ahead of something the coordinators already attend, so they make one trip. The Visitor Blitz came off the Global Conference, Conclave 1 out of a crowded October, Conclave 3 off the Overnight LT Training, Flying Start 6 off the LT Day Training, and Business Tuesday 6 off Ramzan Eid. No clash remains.

THE TWELVE MANDATORY ITEMS

A	**Weekly theme-based meetings**	All 26, with theme, dress and education slot
B	**Chapter milestones**	Visitors, inductions, membership and business ramps; six landmarks
C	**Holidays and festivals**	27 verified dates. Meeting 10 rescheduled off the Feast of St Francis Xavier
D	**Socials**	Four — Diwali, Christmas and Liberation, Carnival Night, Awards Night
E	**Power Team focused days**	Six, one team a month, each placed in its trading season
F	**Visitor days**	Mega Visitor Day 4 Feb, plus four focused days
G	**Coordinator Round Tables**	Six. All moved off the second Saturday, which is DART and LTRT
H	**Flying Start**	Six, one after each induction day
I	**1-2-1 Conclaves**	Three — 28 Nov, 30 Jan, 6 Mar, one a term-third. Partner chapters to confirm
J	**Other member activities**	Six Business Tuesdays, Sports Day, Visitor Blitz, Goal Setting, Renewal Call Drive, three outreach sessions
K	**Regional events**	All 18, transcribed from the regional calendar of 7 September
L	**Chapter-hosted training**	Three — 28 Nov, 16 Jan, 6 Mar. Dates held, trainers to confirm

THE RAMP, MONTH BY MONTH

MONTH	MTGS	VISITORS	IND.	SIZE	BUSINESS	CUMULATIVE
October 2026	5	24	3	80	₹7.2 Cr	₹7.2 Cr
November 2026	4	30	3	82	₹10.8 Cr	₹18 Cr
December 2026	5	15	4	84	₹6 Cr	₹24 Cr
January 2027	4	26	5	87	₹9.6 Cr	₹33.6 Cr
February 2027	4	30	6	91	₹12 Cr	₹45.6 Cr
March 2027	4	15	6	95	₹14.4 Cr	₹60 Cr
Term	**26**	**150**	**27**	**95**	**₹60 Cr**	**₹60 Cr**

SIX LANDMARKS

Member 84	**Thu 17 Dec 2026**	**LOT'S**
Member 91	**Thu 11 Feb 2027**	**LOT'S**
CTL 95	**Thu 11 Feb 2027**	**STRONG**
80% Green or Amber	**Thu 11 Feb 2027**	**VIBRANT**
Member 95 — LOT'S achieved	**Thu 18 Mar 2027**	**LOT'S**
₹60 Cr — seat value doubled	**Thu 25 Mar 2027**	**HAPPY**

HELD DELIBERATELY, NOT FORGOTTEN

Meeting 10 is Friday 4 December, confirmed. Four social venues. The Carnival Night format waits on the parade schedule. Three conclave partner chapters, which need six to eight weeks with the partner Leadership Team. Three trainers. The Sports Day sport. The raffle points-to-tickets ratio.

HOW TO READ THE SIX SHEETS

One month to a sheet. Thursdays are tinted red and carry the meeting number, theme, dress code, Power Team activity, education slot and any milestone. Regional dates are tinted purple and labelled, so the Regional Office can find its own dates first. Everything else is colour-coded down the left edge. A gold diamond marks a chapter milestone; a TBC box marks anything still open. Each sheet closes with that month's targets and every date that moved, with the reason.

Janak Dand, Vice President · **Gavin Dominic Xavier**, President · **Vyankatesh Kushwaha**, Secretary/Treasurer · **Lalit Parihar**, Lead Visitor Host
Executive Director, BNI Goa: Rajkumar Kamat · Support Director: Ameet Sahakari · Support Ambassador: Dr Siddhi Prabhukonkar Naik

BNI ELEGANCE

BNI ELEGANCE NORTH GOA

October 2026

Chapter term calendar, October 2026 to March 2027. Submitted to the Regional Office, BNI Goa. Regional dates as published in the regional calendar of 7 September 2026; chapter dates are placed around them. **Twenty-six Thursday meetings. Scheduled 7.30am, meeting starts 8.00am.** The education slot for each is shown under the meeting; six are Leadership Team metrics slots.

Chapter meeting · Regional · Business Tuesday · Coordinator Round Table · Flying Start & Conclave · Chapter training · Social · Member activity · Youth outreach
Holiday or festival · ◆ Chapter milestone

TBC = venue, partner or trainer still to be confirmed

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
			1 **Meeting 1 · Vision Day** *Chapter formals* *Five objectives and baselines on screen.* ◆ MILESTONE Baseline locked — 78 members, CTL 80, 75.6% Green or Amber. EDU SLOT · LT METRICS Term launch: five objectives, RO goals against chapter targets, baselines on screen — 78 members, 75.6% Green or Amber. *VP*	**2** *Gandhi Jayanti*	**3** **Coordinator Round Table 1** *9.00–10.30am. Term plan, role handovers. Moved from 10 Oct.*	**4**
5	**6**	**7**	**8** **Meeting 2 · Know Your Power Team** *Team colour badges* *Round 1 opens. Captains named, teams sit together.* ◆ MILESTONE Induction Day 1 — target 3. EDU SLOT Finding your Power Team in BNI Connect: roster, category search, contact details. *Connect — chapter roster*	**9**	**10** REGIONAL **DART and LTRT** *President, VP and Secretary/Treasurer attend.*	**11** *Navratri begins (11–19 Oct)*
12	**13** **Business Tuesday 1** *4–7pm. Purchase managers, architects, MEP, decision makers.*	**14** REGIONAL **Regional Town Hall**	**15** **Meeting 3 · Navratri Nine Colours** *Colour of the day* *Focused Visitor Day 1.* ◆ MILESTONE Visitor target 12 or more. EDU SLOT The visitor invite link: sending a personal invite from Connect and the app. *Connect and app — invitations*	**16**	**17** **Flying Start 1** *Inductees from 8 Oct. Connect setup, first 1-2-1s, Power Team placement.*	**18**
19 *Navratri ends*	**20** *Dussehra*	**21**	**22** **Meeting 4 · Slay Your Ten** *Dussehra themed* *Power Team Focus Day: Events, Hospitality & Wellbeing.* EDU SLOT Your Connect profile: bio, keywords, GAINS page. *Connect — profile and GAINS*	**23** REGIONAL **BNI Founder's Day** *Region-wide. Hook for visitor invitations.*	**24** **Visitor Blitz Day** *Members call their contact lists together, targeting the 42 members who brought no visitor. Moved from 31 Oct.*	**25**
26	**27**	**28** REGIONAL **BNI Global Conference** *28–31 October. Four days.*	**29** **Meeting 5 · Festive Season Countdown** *Business formals* *Round 1 closes at meeting end.* ◆ MILESTONE October close — 24 visitors, 3 inductions, 80 members, ₹7.2 Cr. EDU SLOT Registering a visitor: pre-registration, the visitor host's job, follow-up. *Connect — visitor registration* *Global Conference continues — expect senior members away or online*	**30** *Global Conference continues*	**31** *Global Conference closes*	

OCTOBER TARGETS

24 visitors **3** inductions **80** members
₹7.2 Cr closed

NOTES FOR THE REGIONAL OFFICE

Round Table 1 moved from Sat 10 Oct to Sat 3 Oct, clear of DART and LTRT, and now sits before the meeting at which captains are named. Visitor Blitz Day moved from Sat 31 Oct to Sat 24 Oct, out of the Global Conference. Conclave 1 moved out of October altogether to Sat 28 Nov: the first month already carries a round table, a Business Tuesday, a Flying Start and the blitz, and the chapter is still finding its feet. Meeting 5 falls inside that conference and runs with reduced Leadership Team presence. Closed business target ₹7.2 Cr, the first step of ₹60 Cr. The regional VP Systems Training of Sat 26 Sep falls before this calendar opens.

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BNI ELEGANCE

BNI ELEGANCE NORTH GOA

November 2026

Chapter term calendar, October 2026 to March 2027. Submitted to the Regional Office, BNI Goa. Regional dates as published in the regional calendar of 7 September 2026; chapter dates are placed around them. **Twenty-six Thursday meetings. Scheduled 7.30am, meeting starts 8.00am.** The education slot for each is shown under the meeting; six are Leadership Team metrics slots.

Chapter meeting · Regional · Business Tuesday · Coordinator Round Table · Flying Start & Conclave · Chapter training · Social · Member activity · Youth outreach
Holiday or festival · ◆ Chapter milestone

TBC = venue, partner or trainer still to be confirmed

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
						1
2	**3**	**4**	**5** **Meeting 6 · Diwali Dhamaka** *Traditional wear* *Round 1 results, Round 2 opens. Focused Visitor Day 2.* ◆ MILESTONE Checkpoint. Visitor target 15 or more. EDU SLOT · LT METRICS Month 1: CTL movement, attendance, Round 1 standings. *Secretary Treasurer*	**6** *Dhanteras*	**7**	**8** *Diwali · Goa government holiday*
9	**10** **Business Tuesday 2** *4–7pm.* *Bhai Dooj — not a major day in Goa, the session runs*	**11**	**12** **Meeting 7 · Fresh Ledger** *Business formals* *Members see their own traffic light.* ◆ MILESTONE Induction Day 2 — target 3. EDU SLOT Where your Traffic Light lives: the seven components, the official bands, one visitor and one CEU are ten points. *Connect — Member Traffic Light*	**13**	**14** REGIONAL **DART and LTRT** **Diwali Social** TBC *Evening, families. Clear of the regional training. Venue to confirm.*	**15**
16	**17**	**18**	**19** **Meeting 8 · Testimonial Tsunami** *Power Team Focus Day: Interiors, Décor & Retail.* EDU SLOT Giving and requesting a testimonial online. *Connect — testimonials*	**20**	**21** **Coordinator Round Table 2** *8.00–9.30am. Month 1 review. Moved from 14 Nov.* **Flying Start 2** *9.30am. Inductees from 12 Nov.*	**22**
23	**24** *Guru Nanak Jayanti*	**25**	**26** **Meeting 9 · Gratitude Day** *Round 2 closes at meeting end.* ◆ MILESTONE November close — 30 visitors, 3 inductions, 82 members, ₹10.8 Cr. EDU SLOT The referral slip: every field, inside against outside, closing the loop. *Connect — referral slips*	**27**	**28** **1-2-1 Conclave 1** TBC *Morning. Structured speed 1-2-1s, 2 hours. Moved from 24 Oct. Partner chapter to confirm.* **Chapter Training 1 · Referral Mastery** TBC *Afternoon, after the conclave. Open to the region. Trainer to confirm.*	**29**
30						

NOVEMBER TARGETS

30 visitors **3** inductions **82** members
₹10.8 Cr closed

NOTES FOR THE REGIONAL OFFICE

Round Table 2 moved from Sat 14 Nov to Sat 21 Nov, clear of DART and LTRT; Sat 7 Nov was rejected as Diwali eve. The Diwali Social sits on the evening of 14 Nov, nine days after the visitor meeting, so the guests from that Thursday can be invited. Sat 28 Nov now runs Conclave 1 in the morning and Chapter Training 1 in the afternoon, the pairing used again on 6 March. It is the only clear Saturday in November: the 7th is Diwali eve, the 14th is DART and LTRT, and the 21st already carries the round table and Flying Start 2. Closed business target ₹10.8 Cr, taking the term to ₹18 Cr.

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BNI ELEGANCE

BNI ELEGANCE NORTH GOA

December 2026

Chapter term calendar, October 2026 to March 2027. Submitted to the Regional Office, BNI Goa. Regional dates as published in the regional calendar of 7 September 2026; chapter dates are placed around them. **Twenty-six Thursday meetings. Scheduled 7.30am, meeting starts 8.00am.** The education slot for each is shown under the meeting; six are Leadership Team metrics slots.

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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
	1	2	3 *Feast of St Francis Xavier · Goa government holiday. No meeting; Meeting 10 is Friday the 4th.*	4 **Meeting 10 · Goencho Saib** *Goan traditional wear* *Fri 4 Dec, confirmed by the Leadership Team. Round 2 results, Round 3 opens: attendance ×2 through the holidays.* ◆ MILESTONE Checkpoint — Round 3 opens, attendance ×2.	5 **Coordinator Round Table 3** *8.00–9.30am. Holiday attendance strategy. Moved from 12 Dec.* **Inter-Power Team Sports Day** TBC *Six teams. Sport to be chosen.*	6
7	8 **Business Tuesday 3** *4–7pm.*	9	10 **Meeting 11 · Season of Giving** *Youth outreach launches, volunteers recruited.* ◆ MILESTONE Induction Day 3 — target 4. EDU SLOT BNI Business Builder: where the training lives, logging CEUs. *Business Builder — CEUs*	11	12 REGIONAL **DART and LTRT**	13
14	15	16 REGIONAL **Regional Town Hall**	17 **Meeting 12 · Liberation Day** *Tricolour and Goan pride* *Power Team Focus Day: Build & Structure.* ◆ MILESTONE Mid-term scorecard. Member 84 expected. EDU SLOT Entering TYFCB: the form, what counts, when to log it. *Connect — TYFCB entry*	18	19 **Flying Start 3** *Morning. Inductees from 10 Dec.* **Christmas and Liberation Day Social** TBC *Evening, families. Goa Liberation Day.*	20
21	22	23	24 **Meeting 13 · Christmas Exchange** *Christmas colours* *Christmas Eve. Substitutes encouraged.* EDU SLOT Substitutes and absences in the system: recording a sub, how PALMS reads it. *PALMS — subs and absences*	25 *Christmas Day*	26	27
28	29	30	31 **Meeting 14 · Vision 2027** *Round 3 closes at meeting end. New Year's Eve.* ◆ MILESTONE December close — 15 visitors, 4 inductions, 84 members, ₹6 Cr. Checkpoint 1 — 40% of ₹60 Cr banked. EDU SLOT Reading your own PALMS report. *PALMS — individual report*			

DECEMBER TARGETS

15 visitors **4** inductions **84** members
₹6 Cr closed

NOTES FOR THE REGIONAL OFFICE

December is the attendance-challenged month, so Round 3 of the Power Team league scores attendance double to protect the Chapter Traffic Light through the holidays. Meeting 10 is shifted off Thursday 3 December, the Feast of St Francis Xavier and a Goa government holiday, to Friday 4 December, confirmed by the Leadership Team. Round Table 3 moved from Sat 12 Dec to Sat 5 Dec, clear of DART and LTRT and alongside the Sports Day. Closed business target ₹6 Cr — the lightest month of the term — taking the running total to ₹24 Cr, which is Checkpoint 1 at forty per cent of ₹60 Cr.

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BNI ELEGANCE

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January 2027

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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
				1 *New Year's Day*	2	3
4	5	6	7 **Meeting 15 · Fresh Start** *Business formals* *Round 3 results, Round 4 opens — new 1-2-1s double.* ◆ MILESTONE Checkpoint. EDU SLOT · LT METRICS Half-term scorecard: all five objectives, first-quarter commitments. *President*	8	9 REGIONAL **DART and LTRT**	10
11	12 **Business Tuesday 4** *4–7pm.*	13	14 **Meeting 16 · Kite and Til-Gul** *Black and yellow · Makar Sankranti* *Focused Visitor Day 3.* ◆ MILESTONE Visitor target 12 or more. Induction Day 4 — target 5. EDU SLOT The mobile app tour. *BNI mobile app*	15	16 **Round Table 4 · Half-Term Saturday** *8.00–9.30am. Moved from 9 Jan.* **Flying Start 4 · 9.30am** **Goal Setting Workshop · 11.30am** **Training 2 · The Perfect 1-2-1 · 2.00pm** TBC	17
18	19	20 **School Session · 150 students** TBC *Weekday morning, before board exam season. School to confirm.*	21 **Meeting 17 · Power Team Face-Off** *Team colours* *Focus Day: Business, Finance & Technology. Mid-term league table on screen.* EDU SLOT Logging a 1-2-1: the form, the Connect group, why an unlogged 1-2-1 does not exist. *Connect — 1-2-1 logging*	22	23 REGIONAL **BNI Goa Sports Utsav** *Day 1 of 2, Sat 23 – Sun 24 January.*	24 *Sports Utsav, day 2*
25	26 *Republic Day*	27	28 **Meeting 18 · Tricolour Day** *Round 4 closes at meeting end.* ◆ MILESTONE January close — 26 visitors, 5 inductions, 87 members, ₹9.6 Cr. EDU SLOT The global directory: searching by category, region or name. *Connect — global directory*	29	30 **1-2-1 Conclave 2** TBC *Cross-referral focus. Clear of the Sports Utsav weekend. Partner chapter to confirm.*	31

JANUARY TARGETS

26 visitors · **5** inductions · **87** members · **₹9.6 Cr** closed

NOTES FOR THE REGIONAL OFFICE

Saturday 16 January runs as a single Half-Term Saturday: round table, Flying Start, goal setting and chapter training back to back. It moved from Sat 9 Jan, which is DART and LTRT; Sat 2 Jan was rejected as the day after New Year's Day. The Sports Utsav is taken as confirmed for Sat 23 – Sun 24 January, and Conclave 2 is placed on 30 January to clear both that weekend and the regional training. Closed business target ₹9.6 Cr, taking the term to ₹33.6 Cr.

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BNI ELEGANCE

BNI ELEGANCE NORTH GOA

February 2027

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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
1 REGIONAL **International Networking Week** *1–7 February. Business Voices programme in all chapters.*	**2** *Networking Week continues*	**3** *Networking Week continues*	**4** **Meeting 19 · Viva Carnival** *Masks and colour* *Mega Visitor Day. Round 4 results, Round 5 opens — first-ever visitors double.* ◆ MILESTONE Visitor target 30 or more. EDU SLOT Connections report: who you actually exchange referrals with. Two minutes. *Connect — connections report* *Inside International Networking Week*	**5** *Networking Week continues*	**6** **Coordinator Round Table 5** *9.00–10.30am. Mega Visitor Day debrief. Moved from 13 Feb.* **Carnival Night** TBC *Evening. Every Thursday visitor invited.* *Carnival, 6–9 Feb*	**7** *Networking Week closes*
8	**9** **Business Tuesday 5** TBC *4–7pm. Timing under review once the parade schedule is published.* *Carnival ends · Fat Tuesday*	**10** *Ash Wednesday · Lent begins*	**11** **Meeting 20 · Love Your Referral Partner** *Red* *Speed 1-2-1s across the room.* ◆ MILESTONE Checkpoint. Induction Day 5 — target 6. Landmarks: Member 91, CTL 95, 80% Green or Amber. EDU SLOT · LT METRICS Member Traffic Light distribution against the 80% target. Round 4 standings. *Secretary Treasurer*	**12**	**13** REGIONAL **DART and LTRT**	**14** *Valentine's Day*
15	**16**	**17** REGIONAL **Regional Town Hall** *Evening.* **College Session · 100 students** TBC *Morning, clear of the town hall. Timing to confirm.*	**18** **Meeting 21 · Renewal and Retention** *Focus Day: Fit-Out & Exteriors. Renewals on screen, names and dates.* EDU SLOT Renewing online: the notice, the portal, documents, timelines. *Connect — renewal portal*	**19**	**20** **Flying Start 5** *Inductees from 11 Feb — largest expected cohort.*	**21**
22	**23**	**24**	**25** **Meeting 22 · Ask Big** *One named company each. Round 5 closes at meeting end.* ◆ MILESTONE February close — 39 visitors, 6 inductions, 91 members, ₹12 Cr. Checkpoint 2 — 76% banked. EDU SLOT Finding a route into a target company: member search across region and country. *Connect — member search*	**26**	**27** REGIONAL **Overnight LT Training** *27–28 February. Leadership Team away for the whole weekend.*	**28** *Overnight LT Training, day 2*

FEBRUARY TARGETS

30 visitors · **6** inductions · **91** members
₹12 Cr closed · **CTL 95** by 11 Feb

NOTES FOR THE REGIONAL OFFICE

The Mega Visitor Day on Thursday 4 February falls inside International Networking Week, and chapter messaging will be aligned to the regional Business Voices campaign. Round Table 5 moved from Sat 13 Feb to Sat 6 Feb so that it debriefs the Mega Visitor Day two days after it; the morning is clear of Carnival Night that evening. Nothing chapter-side is scheduled against the Overnight LT Training weekend. Closed business target ₹12 Cr, taking the term to ₹45.6 Cr — Checkpoint 2, seventy-six per cent.

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BNI ELEGANCE

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March 2027

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Holiday or festival · ◆ Chapter milestone

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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
1	**2**	**3**	**4** **Meeting 23 · Final Stretch** *Business formals* *Round 5 results, Round 6 opens — traffic light band moves double.* ◆ MILESTONE Checkpoint. EDU SLOT · LT METRICS Renewals closed, seat value, what is reachable by 31 March. Round 5 standings. *VP*	**5**	**6** **1-2-1 Conclave 3** TBC *Morning. Moved from 27 Feb.* **Training 3 · Closing and TYFCB** TBC *Afternoon, before financial year close.* *Maha Shivratri*	**7**
8 *International Women's Day*	**9** *Ramzan Eid*	**10** **University Session · 75 students** TBC *Weekday morning. Takes the term to 325 students against a target of 300.*	**11** **Meeting 24 · Women in Business** *Focused Visitor Day 4.* ◆ MILESTONE Visitor target 12 or more. Induction Day 6 — target 6. EDU SLOT Sharing the chapter page: invite links, social sharing. *Connect — chapter public page*	**12**	**13** REGIONAL **DART and LTRT** *Final one of the term.* **Renewal Call Drive** *Run by the Retention and Renewal Coordinator with members; no Leadership Team presence needed.*	**14**
15	**16** **Business Tuesday 6** *4–7pm. Final session before financial year close. Moved from 9 March.*	**17**	**18** **Meeting 25 · Shigmo Colours** *Bright colours* *Focus Day: Power Systems & Safety. Round 6 closes.* ◆ MILESTONE Member 95 — LOTS achieved. EDU SLOT Cleanup before 31 March: unclosed slips, missing TYFCB, pending 1-2-1s. *Connect — data cleanup*	**19**	**20** REGIONAL **Regional LT Day Training** *Daytime. Incoming Leadership Teams.* **Term-End Awards Night** TBC *Evening, members and partners. Clear of the regional training.*	**21**
22 *Holika Dahan and Shigmo*	**23** *Holi · Goa government holiday*	**24**	**25** **Meeting 26 · Awards and Handover** *Chapter formals* *Grand final. Champion team, Greenest Team trophy, raffle draw.* ◆ MILESTONE March close — 16 visitors, 6 inductions, 95 members, ₹14.4 Cr. Term close — final CTL, MTL, seat value and the ₹60 Cr result. Checkpoint 3. EDU SLOT The chapter reports the Leadership Team reads. *Chapter-level LT reports*	**26** *Good Friday*	**27** REGIONAL **VP Systems Training** *Incoming Vice President attends.* **Round Table 6 · 8.00–9.30am** *Term close and handover pack.* **Flying Start 6 · 10.00am**	**28** *Easter Sunday*
29	**30**	**31**				

MARCH AND TERM CLOSE

15 visitors **6** inductions
₹14.4 Cr in March **95** members
95 CTL **80%** green/amber
₹60 Cr term **325** students

NOTES FOR THE REGIONAL OFFICE

Conclave 3 and Training 3 moved from Sat 27 Feb, the regional Overnight LT Training, to Sat 6 Mar. Business Tuesday 6 moved off Ramzan Eid to Tue 16 Mar, closer to the year end. The Renewal Call Drive stays on Sat 13 Mar despite DART and LTRT — it needs no Leadership Team presence. Round Table 6 and Flying Start 6 sit on 27 Mar alongside the regional VP Systems Training, with handover before it. March carries the term's heaviest business target, ₹14.4 Cr, closing the year at ₹60 Cr.

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