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BNI ELEGANCE

The Elegance Times

TERM EDITION NORTH GOA

BNI® Elegance North Goa, Panjim *No. 1 · October 2026* *Free to every member. Twenty pages.*

MEMBERS	CHAPTER TRAFFIC LIGHT	GREEN OR AMBER	CONVERSION	CLOSED BUSINESS	SEAT VALUE
81	90	76.3%	12.8%	₹1.06 Cr	₹46.6L
▲ target 95	▲ target 95	▲ target 80%	▲ target 25%	▲ ₹60 Cr this term	▲ target ₹1.2 Cr

SINCE THE CHAPTER BEGAN 72,295 REFERRALS ₹458 CRORE OF BUSINESS 6,398 VISITORS ₹63,336 PER REFERRAL ₹46.6 L A SEAT, A YEAR

NO. 1 · OCTOBER 2026 PANJIM · NORTH GOA

Wanted by March: nineteen new members.

Eighty members on Vision Day; ninety-five is the goal. Four will leave along the way, so the real hunt is for nineteen, not fifteen. Two visitors a member. A Power Team every Thursday. The chase starts now.



The Leadership Team, October 2026 to March 2027: Gavin Dominic Xavier, Janak Dand, Vyankatesh Kushwaha and Lalit Parihar. Twenty-six Thursdays; this is the first.

Traffic Light forecast

Green or Amber, September (Regional Office): 61 of 80	76%
March target: 76 of 95	80%

October's share

Visitors	24
Inductions	3
Closed business	₹7.2 Cr

INSIDE · Scorecard 2 · Regional Office 3 · This month 4 · Teams 5–10 · Who does what 11 · Sport 12 · Connect 13 · Your traffic light 14 · Comic 15 · Classifieds 16 · Puzzles 17 · Visitors 18

SCAN: BNIELEGANCE.COM
The ePaper, the roster and this week's figures, on your phone.

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SCAN FOR LOCATION

The scorecard: no hiding place

Committed, achieved, gap. Baseline: the September member traffic lights from the Regional Office: 61 of 80 Green or Amber (30 Green, 31 Amber), up from 59 of 78 in August. First issue. Standings and last month's answers begin in November.

Objective	Measure	Baseline	Term target	Oct target	Achieved	Gap
STRONG	CTL · Conversion · Visitors/mtg	75 · 12.8% · 3.3	95 · 25% · 8	— · — · 5	—	—
VIBRANT	Green or Amber	76.3% (61 of 80, September)	80% (76 of 95)	—	—	—
LOT'S	Members · Recruits · Visitors	80 · 0 · 0	95 · 19 · 150	80 · 3 · 24	—	—
HAPPY	Closed business	₹3.7 Cr/mo	₹60 Cr term	₹7.2 Cr	—	—
PROUD	Students	0	300	—	—	—

From the editor

Ninety-five members by the thirty-first of March. On paper, that is fifteen more than today. It is not.

Eighty of us are in the room on Vision Day. Four memberships are expected to lapse during the term, and every one must be replaced before a single new face counts as growth. So the real number is nineteen.

At the conversion rate in the current reports, roughly one visitor in eight joins. Nineteen members at that rate is about a hundred and fifty visitors. The plan asks for exactly that: a hundred and fifty across the term, nearly six a meeting, against ninety-nine in the last period. Hit the visitors and the nineteen come even at today's rate; better conversion is what gives us room to spare.

Conversion is where this battle is won. Under thirteen per cent today; Elite runs at twenty-five. At twenty-five, a hundred and fifty visitors make thirty-seven members, and the four departures stop mattering. That is what the Pre-Induction Orientation and the visitor desk are for.

Forty-two of us brought no visitor at all in the period the reports cover. If thirty-six bring just one each, the whole term's visitor number is in the bag by December. That is why a member's first-ever visitor is worth forty points in the league, nearly three times a regular one.

October's share: twenty-four visitors, three inductions, and seven crore twenty of closed business. Not a sprint. A pace. Lace up.

Editorial

Every objective on the front page reduces to one of two numbers: a hundred and fifty visitors, or sixty crore of closed business. Membership follows visitors. Traffic lights follow the activity that produces both. Seat value is sixty crore divided by ninety-five.

The Power Team competition is the engine room. It scores only what any member can do, whatever the size of their business, and it rewards the whole team when all thirteen turn up. The people who carry this chapter to ninety-five are not the six who already bring visitors every month. They are the forty-two who have not brought one yet.

One lifetime number is worth sitting with. The average referral here closed at sixty-three thousand rupees. At that ticket, sixty crore in six months is nine and a half thousand referrals. That is not the plan. Fewer, bigger, better-qualified introductions are, which is what Business Tuesdays are for.

Every first Thursday, three columns go up on the screen: committed, achieved, gap. This page carries the same three. Neither will flatter us. Both will tell the truth.

From the President

GAVIN DOMINIC XAVIER · PRESIDENT, BNI ELEGANCE



To My Fellow Members of the vibrant BNI Elegance Chapter,

We are the most Energetic, Intelligent, and Supportive people around, and I say this not out of emotion, passion or zeal but rather out of personal experience and valid testimony.

The next six months is a term that my team and I see as 'Leadership Through Service'. Service to the chapter, service to BNI and, most importantly, service to YOU, the members.

It is indeed a privilege to hold the chapter's banner. Our endeavor is to take Elegance to new heights while making way for future leaders to take the mantle further and succeed.

The targets we have set are all achievable and when done together, I have no doubt that we will attain all we set out to achieve.

As we drive this term, we know that nothing is done alone. Hence, we have invited some of our members to support us as coordinators. Their initiatives and efforts will be key to our collective achievement, and I encourage everyone to support them as much as possible.

Another tool we have is our Power Teams; through these small teams of 13/15 each, we have a smaller span of control that makes coordination and driving business much easier and more efficient. Let us use these Power Teams to our advantage and extract the maximum business and referrals.

The Power Team Coordinators have been tasked with facilitating these meetings through a combination of online and in-person interactions. The six small Power Teams make up the entire chapter and when done right, they add immense value to the larger picture.

Finally, Information is KING, and through this monthly Roster we intend to provide you all with information regarding chapter members, traffic lights, statistics and the zone at large. It will be shared in a physical copy and you will have access to the chapter website: “bnielegance.com”.

Do take time to go through it... It is a good read :).

Looking forward to a wonderful term and more with you all.

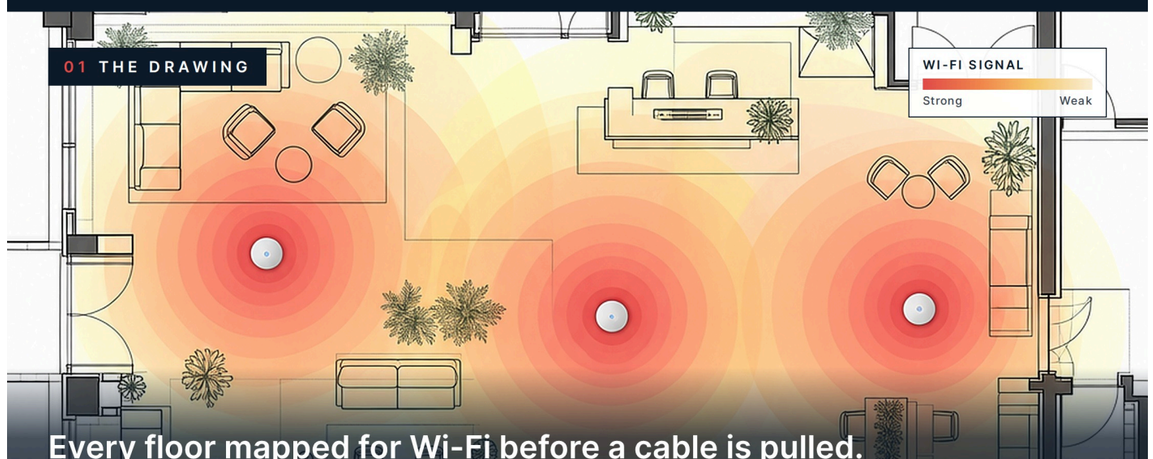
Gavin Dominic Xavier

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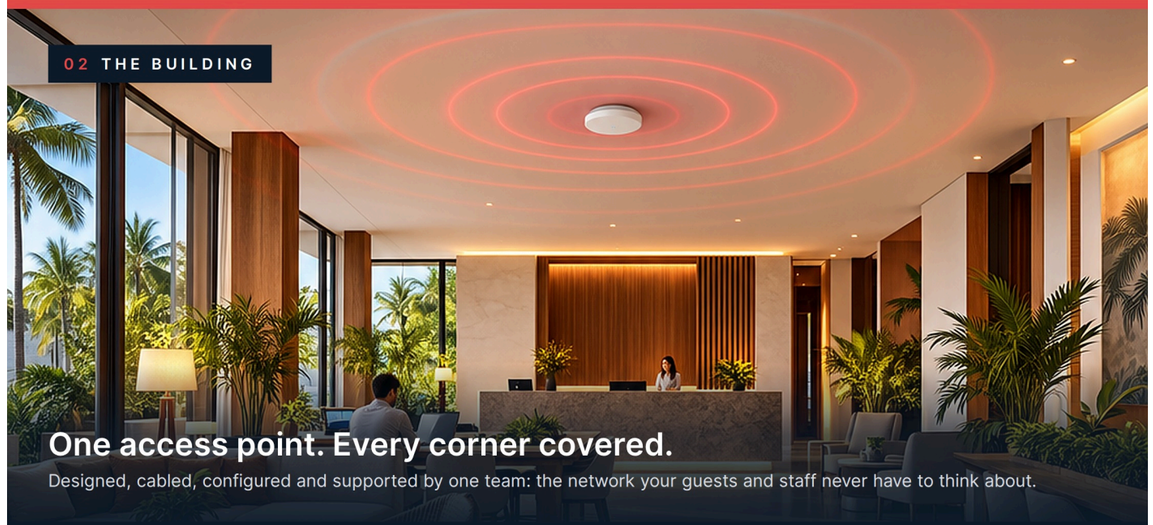
WE PLAN THE SIGNAL
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01 THE DRAWING



Every floor mapped for Wi-Fi before a cable is pulled.
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02 THE BUILDING



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If you are reading this as a guest

Welcome. This page is for you. Everything else in the paper is the chapter talking to itself; this is the chapter talking to you.

What this is

BNI is a referral organisation. Eighty-one business owners in this room meet every Thursday at eight in the morning for one reason: to pass each other business. One member per category, so nobody in the room competes with anybody else. Since this chapter began its members have passed each other seventy-one thousand referrals worth over four hundred and fifty crore.

How Thursday works

7.30	Doors open at Fortune Miramar. Tea, open networking. Find the Visitor Host, they will find you a table.
8.00	The meeting starts on time. It always does. Leadership Team introduced, visitors welcomed by name.
8.10	Networking education, then every member has thirty seconds to say what they do and what they need this week. Listen for who you could use.
8.40	Visitors introduce themselves. Fifteen seconds, from your seat: who you are, what you do, one thing you need.
8.50	Feature presentation from one member, then referrals, testimonials and closed business are passed in the open.
9.30	Close. Stay for fifteen minutes; this is where the conversations happen.

What people ask

Do I have to speak?
Fifteen seconds, from your seat. Name, business, one thing you need. Nobody minds if you read it.

Is my category open?
Ask the Visitor Host before the meeting. One member per category, and the roster is on pages five to ten, a Power Team to a page.

What does it cost?
Membership is an annual fee plus the weekly meeting charge. The Visitor Host has the exact figures. Members will tell you what they got for it.

Can I come again?
Twice as a visitor. After that the chapter will ask you to decide.

The people to find

Where and when	**Fortune Miramar, Panjim · every Thursday, 7.30 for 8.00**
Lead Visitor Host	**Lalit Parihar**
Visitor Host at the door	Anyone with a red VISITOR HOST badge
Applications	**Deepak Kashyap**
The person who invited you	Sit with them. Ask them what they would do differently in their first month.

Three things to do today

1. Say your fifteen seconds
2. Meet three people you could use
3. Ask the Visitor Host if your seat is open

> *One member per category. If your seat is empty, it stays empty until somebody fills it.*



Questions visitors ask

When and where does Elegance meet?
Every Thursday at Fortune Miramar, Panjim. Doors open at 7.30 for networking; the meeting runs from 8.00 to about 9.30.

What happens at a meeting?
Networking over breakfast, then every member introduces their business in a few seconds, visitors introduce theirs, one member gives a feature presentation, and referrals and thank-yous for closed business are passed in the open.

Does it cost anything to visit?
Registering is free. A meeting fee for the room and the breakfast is paid at the door; your host will tell you the amount.

How many times can I visit?
Twice. After that the chapter will ask whether you would like to join.

How do I join?
BNI has one member per category. If yours is open you give an Expression of Interest, sit a Pre-Induction Orientation with the Membership Committee, and once the committee approves you receive the application. You are inducted at a Thursday meeting with a mentor.

What does membership cost?
An annual membership fee to BNI, plus a monthly chapter fee for the room and the breakfast. Your host or the Application Review Coordinator will give you the current figures.

Dispatches from the Regional Office

The Executive Director's message for our first issue, and the region's directors on the term ahead. In their own words.

From the Deputy Area Director

ANDRE SHACKLETON · DEPUTY AREA DIRECTOR, BNI GOA



Stronger Together: The Spirit of BNI Elegance

Every strong community is built not on the absence of conflict, but on the willingness to move past it. BNI Elegance in Goa is a living example of this truth.

Like any chapter, it has seen its share of ups and downs. There were disagreements, moments of friction, and seasons of struggle. Yet what sets this chapter apart is what came next: its members always found their way back to each other. They talked, they listened, they forgave, and they emerged closer than before. That resilience is the true mark of a chapter that understands what "Givers Gain" really means.

Elegance has always kept its doors open. New members are welcomed warmly, and growth is embraced rather than feared. The chapter has also become a champion for women entrepreneurs, giving them the platform, confidence, and support to step into business leadership.

The bonds within the chapter go far beyond business cards and referrals. Members know one another's families, celebrate one another's milestones, and stand together through personal challenges. This is a network that feels like an extended family.

Curiosity keeps the chapter vibrant. Its members are always ready to learn and try fresh ideas. Their innovations have become the talk of the town, and several have been adopted by other chapters across the region, proof that a small group of committed people can set a standard for many.

Sharing a part of my BNI journey with this chapter for a few years has been a great learning experience. I am richer in experience and relationships because of it. I thank each member for letting me be a part of their journey.

To every member, past, present and future: I wish you the very best of success in all your ventures. May BNI Elegance continue to inspire, grow and shine.

Andre Shackleton, Deputy Area Director, BNI Goa.

From the Support Director

AMEET SAHAKARI · SUPPORT DIRECTOR



Over the next six months, BNI Elegance has set itself an ambitious target: ₹60 crores of business, and a stronger community of ninety-five referral partners.

Sixty crores will not happen because of one person. It will happen because ninety-five professionals decide to work together, support each other and create opportunities for each other. In BNI your success is never only your success; it becomes an opportunity for someone else.

My role as Support Director is simple. Support the members. Strengthen the relationships. Encourage referrals. Celebrate success. And keep the momentum going.

So let's make the next six months count. Ninety-five referral partners, sixty crores of business, one BNI Elegance family. When relationships become referrals and referrals become business, there is no limit to what this chapter can achieve.

Let's connect. Let's refer. Let's grow. Let's make ₹60 crores happen.

Ameet D Sahakari, Support Director, BNI Elegance Goa.

From the Executive Director

RAJKUMAR KAMAT · EXECUTIVE DIRECTOR, BNI GOA REGION



It is a matter of immense pride to write for the inaugural edition of *The Elegance Times*.

In BNI, a newsletter is not just a collection of updates. It is a reflection of culture. And Elegance, from Day One, has shown a culture that is vibrant, professional, and full of promise.

What makes Elegance special? It is not just the talent in the room, it is the energy in the room. You greet with warmth, you participate with passion, and you contribute with intent. That is rare. That is Elegance.

You are a chapter with immense growth potential – both size-wise and business-wise. Goa needs a powerhouse chapter that balances quality with quantity, relationships with results. I see Elegance becoming that chapter – one that others look up to, not just for numbers on the board, but for the belonging off the board.

As we begin this journey, my request is simple – let us focus on ***B4: Building Business & Belonging thru Basics.***

Basics is what will make us big. A meeting that starts and ends on time with high energy. An MSP done with heart. A 1-2-1 done to truly understand business. A specific ask that makes it easy to refer you.

With the Basics right and Activated Power Teams, Business will follow. Every member must be able to say, "I have grown multi-fold." That is our promise.

And when Business comes with Belonging, growth becomes inevitable. Let us celebrate each other's wins, visit each other's workplaces, involve our families, and build friendships beyond the Thursday morning. People join for business, but they stay for belonging.

Elegance has all the ingredients – a committed Leadership Team, engaged members, and a spirit of excellence. Let us channel that to grow to 100+ members with a Seat Value of 100+ lakhs, without ever diluting our elegance.

Let's make every issue a story of growth. The future is elegant, and it begins now.

Givers Gain!

Rajkumar Kamat, Executive Director, BNI Goa Region.

Recognition



BNI India is now BNI's largest country by membership.

Of the seventy-six countries BNI meets in, India now has the most members. Every Thursday morning in Panjim is part of that number.

30 SEPT 2026 · WORLDWIDE 3,59,812 members · 11,894 chapters · 76 countries · 17.25 million referrals and USD 26.9 billion of business, September 2025 to August 2026.

INDIA 76,543 members · 1,577 chapters · 149 cities · 49,90,438 referrals and ₹60,503 crore of business in twelve months · a seat worth ₹83.62 lakh a year.

GOA 978 members · 20 chapters · 59,917 referrals and ₹687.51 crore of business in twelve months · a seat worth ₹72.24 lakh a year. Elegance: ₹46.6 lakh.

October at a glance

5 Thursdays, 8 other dates. Ring the ones that matter.

October 2026

Mo	Tu	We	Th	Fr	Sa	Su
			1 Vision Day	**2** *Gandhi Jayanti*	**3** ■ Round Table 1 · 9.00-10.30am	**4**
5	**6**	**7**	**8** Know Your Power Team Induction	**9**	**10** ■ DART & LTRT (regional)	**11** *Navratri begins*
12	**13** ■ Business Tuesday 1 · 4-7pm	**14** ■ Regional Town Hall	**15** Navratri Nine Colours	**16**	**17** ■ Flying Start 1	**18**
19	**20** *Dussehra*	**21**	**22** Slay Your Ten	**23** ■ BNI Founder's Day	**24** ■ Visitor Blitz Day	**25**
26	**27**	**28** ■ BNI Global Conference (28-31 Oct)	**29** Festive Season Countdown	**30**	**31**	

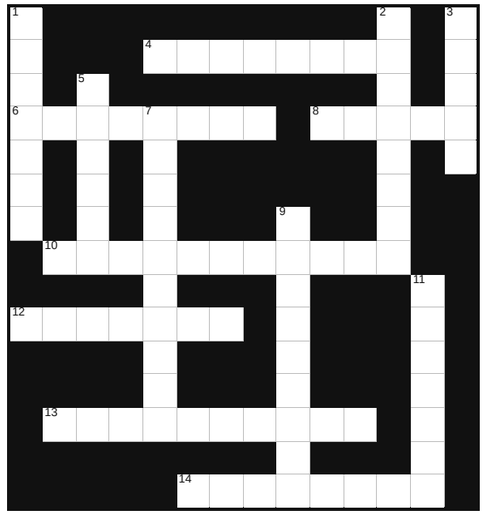
■ Meeting ■ Visitor day ■ Govt holiday ■ Festival ■ Business Tuesday ■ Social ■ Training, conclave ■ Sport, regional



Puzzles: pencils ready

Fame and a spot prize from the LT for the first member to post a photo of this page, fully completed, on the chapter group. Answers next issue. One win per member per term.

Crossword



Across

4 This chapter (8)

6 Meeting day (8)

8 Seventy and above (5)

10 Written praise, five points (11)

12 Worth five traffic light points, the first one (7)

13 March member target, as one word (10)

14 The Mega Visitor Day festival (8)

Down

1 Named on the eighth of October (7)

2 The whole point of Thursday mornings (8)

3 Six of them, one a month (5)

5 Thirty minutes after the meeting, as a team (6)

7 Scores the same as turning up (10)

9 Second Thursday ceremony (9)

11 Thirty-five of them this term (7)

Sudoku

Top: gentle. Bottom: not.

1	3	7	4			2		8
	4	9	6	2		7		1
8	6	2	3	7	1			
3	2	1						6
				8		1		
			2	1		5	7	4
	5			3			1	
2	8	3		4	7	6		9
	1		5		9			2

						5	7	
		8		3				
			5	8	3		1	
8			2	1	4	7	9	
	4			9		3		5
				5	1	9		
	1		4		9			
	9	4	7		8		5	

Word search

I	E	E	A	P	G	V	L	O	T	S	T
M	B	L	I	H	N	I	U	R	R	D	N
B	P	E	G	K	O	A	B	E	T	U	B
D	B	G	O	C	R	P	B	Y	N	O	C
R	R	A	A	R	T	P	K	R	A	R	E
O	F	N	K	C	S	L	E	M	R	P	L
T	V	C	M	T	J	F	L	I	B	G	D
I	K	E	N	D	E	E	S	A	I	Y	D
S	M	C	G	R	E	E	N	T	V	F	U
I	B	L	R	N	I	A	T	P	A	C	H
V	O	A	U	V	S	M	V	B	U	N	B
L	L	V	Y	P	P	A	H	P	Y	K	N

REFERRAL
ELEGANCE
VIBRANT
VISITOR
CAPTAIN
STRONG
HUDDLE
HAPPY
PROUD
GREEN
LOTS
GOA

How to enter

Complete the page, photograph it and post it on the chapter WhatsApp group before Thursday 29 October. The first complete and correct entry is named in the November issue, where the answers appear. Puzzles are set from the term calendar, the roster and the Power of One, so the paper is the only crib you need.



Classifieds

Read all about them. Notices from members, paid and selected: forty words or a small image. To place one, ask the Secretary / Treasurer.

Pauskar Jewellers

Follow us on Facebook & Instagram
@pauskarjewellers
Mahesh Pauskar

Glazetek Systems

Vishwesh Kamat

Crown Electronics

Nikhil Shah

Melwin Viegas & Associates

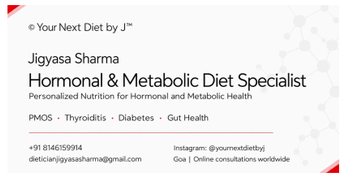
Yessara

Deepak Kashyap

Goa Ceramica

Raghavendra Gurav





Your Next Diet by J

Jigyasa Sharma

Paisley by Jiya

Clothing Redefining Elegance

Jiya Naik

Wanted

A named company, a named role. From the Google Form.

1
2
3
4
5
6
7
8

Situations vacant

Categories the chapter wants to fill. Hand this to someone who fits.

1 Real Estate Development
2 Hoteliers
3 Waterproofing
4 Building Materials
5 Corporate Gifts

Know one? Invite them to a Thursday. Every open category: bnielegance.com/visit.html

BROWN TEAM · CAPTAIN AMRUTA RAIBAGI · FOCUS DAY 17 DEC

Build & Structure

A face for each member and a line for what you learn about them.
**Lights: September, from the Regional Office.*

#	FACE	MEMBER · CATEGORY · MOBILE	LIGHT*	YOUR NOTES
1		**Amruta Raibagi** CAPT Marbles, Natural Stones, Quartz Onyx Marbles 95384 43030	75	***Green. 100 +25:*** *9 more CEUs (+5) · 3 more visitors (+15) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s, referrals, TYFCB*
2		**Arch. Rita Mody Joshi** Architect Rita Mody Joshi & Associates 93261 00722	95	***Green. 100 +5:*** *1 more visitor (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB, sponsoring*
3		**Bharat Kamat** Civil/structural engineer Kamat Infra Tech Pvt Ltd 95795 90174	36	***Amber +14, Green +34:*** *14 more CEUs (+10) · 21 more 1-2-1s (+20) · ₹12.4 lakh more TYFCB (+4) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, referrals*
4		**Dhiraj Mahambrey** Builder/General Contractor Skylark Developers 93702 13040	80	***Green. 100 +20:*** *2 more 1-2-1s (+5) · 2 more visitors (+10) · sponsor 1 member (+5) · ✓ attendance, CEUs, referrals, TYFCB*
5		**Aditya Hatle** Construction Project Management Better Xpressions 99228 15551	60	***Green +10:*** *12 more referrals (+10) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, TYFCB*
6		**Vyankatesh Kushwaha** Quantity Surveyor Vyankatesh Kushwaha 95524 19762	59	***Green +11:*** *16 more referrals (+15) · ₹5.8 lakh more TYFCB (+1) · 4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
7		**Deepesh Shinde** Licensing License Hub Goa 97305 71331	67	***Green +3:*** *14 more CEUs (+10) · 5 more referrals (+5) · ₹11.2 lakh more TYFCB (+3) · 2 more visitors (+10) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s*
8		**Sanjay Kore** Scaffolding Paras Metal Industries 92259 02099	65	***Green +5:*** *7 more referrals (+5) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, TYFCB*
9		**Rama Kerkar** Metal Fabrication R.K. Engineering Works 98221 47347	68	***Green +2:*** *₹7 lakh more TYFCB (+2) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals*
10		**Frazer Alphonso** Roofing - Residential Skyline Roof and Co 95797 85274	86	***Green. 100 +14:*** *₹12.4 lakh more TYFCB (+4) · 2 more visitors (+10) · ✓ attendance, CEUs, 1-2-1s, referrals, sponsoring*
11		**Eknath Bargukar** Plumbing Shri Shiv Plumbing Works 97653 54514	60	***Green +10:*** *6 more CEUs (+5) · 8 more referrals (+10) · 4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s, TYFCB*
12		**Raghavendra Gurav** Tile Worker Goa Ceramica 91589 84036	51	***Green +19:*** *9 more CEUs (+5) · 16 more referrals (+15) · ₹12.4 lakh more TYFCB (+4) · 4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s*
13		**Lakhan Kapshekar** Painter Lucky Painters 92715 55771	51	***Green +19:*** *16 more referrals (+15) · ₹11.9 lakh more TYFCB (+4) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*

YELLOW TEAM · CAPTAIN RAM SINGH · FOCUS DAY 18 MAR

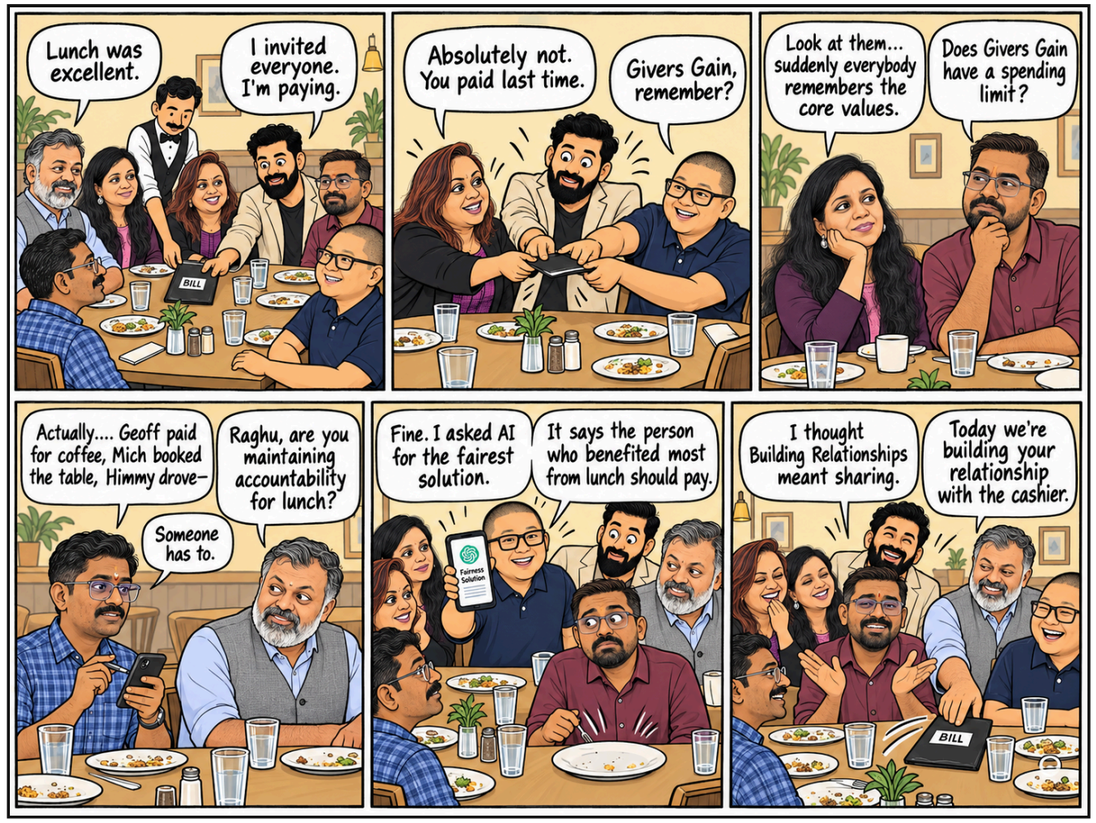
Power, Systems & Safety

A face for each member and a line for what you learn about them.
**Lights: September, from the Regional Office.*

#	FACE	MEMBER · CATEGORY · MOBILE	LIGHT*	YOUR NOTES
14		**Ram Singh** CAPT Telecom Products & Services Ethernet Xpress India Pvt Ltd. 90751 51502	73	***Green. 100 +27:*** *3 more referrals (+5) · ₹6.9 lakh more TYFCB (+2) · 4 more visitors (+20) · ✓ attendance, CEUs, 1-2-1s, sponsoring*
15		**Noel Andrew Estibeiro** Electrical Contractor Bright Lights 98900 57200	50	***Green +20:*** *9 more CEUs (+5) · 15 more referrals (+15) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s, TYFCB*
16		**Saish Vaingankar** Electrician - Commercial Luminati 72181 01596	60	***Green +10:*** *6 more 1-2-1s (+5) · 6 more referrals (+5) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, TYFCB*
17		**Suresh Kumawat** Electrical Equipment Pushpa sales and service 88886 09444	85	***Green. 100 +15:*** *14 more CEUs (+10) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s, referrals, TYFCB, visitors*
18		**Royson Afonso** HVAC - Heating & Air Vailankanni Air Conditioning 98902 19452	85	***Green. 100 +15:*** *2 more visitors (+10) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*
19		**Kavish Amonkar** Fire Protection K Amonkar Associates 77986 31978	35	***Amber +15, Green +35:*** *11 more 1-2-1s (+10) · 24 more referrals (+20) · 5 more visitors (+25) · sponsor 1 member (+5) · no absences (+5) · ✓ CEUs, TYFCB*
20		**Sujatha Anand** Fire & Safety Design Consultant M/s.Leistung Solutions 98400 70137	74	***Green. 100 +26:*** *₹1.4 lakh more TYFCB (+1) · 4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals*
21		**Ashish Anand Rane** Pumps & Valves Parikh Power Pvt. Ltd. 80077 15979	36	***Amber +14, Green +34:*** *18 more 1-2-1s (+15) · 16 more referrals (+15) · ₹12.5 lakh more TYFCB (+4) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs*
22		**Shaunaq Pai** Solar Aarth Green Innovations Pvt Ltd 92095 47028	70	***Green. 100 +30:*** *5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*
23		**Sangeeta Naik** Power Generator Power Engineering India Pvt Ltd 93258 92747	85	***Green. 100 +15:*** *2 more visitors (+10) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*
24		**Nikhil Shah** UPS/Inverter Crown Electronics 98230 10775	60	***Green +10:*** *4 more 1-2-1s (+5) · 2 more referrals (+5) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, TYFCB*
25		**Sunil Naique** Water Systems Aquifer Innovations 83909 60001	46	***Amber +4, Green +24:*** *6 more CEUs (+5) · 13 more 1-2-1s (+10) · 7 more referrals (+5) · ₹12.2 lakh more TYFCB (+4) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance*
26		**Janak Dand** IT & Networks IditriTechno SolutionsPvt. Ltd 93707 72731	70	***Green. 100 +30:*** *5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*

Thursday at Elegance

A strip a month, drawn from life. October: the chapter goes to lunch, and Givers Gain meets the bill.



Starring Geoff, Himmy, Mich, Pinky, Raghu, Vinky and Vishy. Any resemblance to members of this chapter is entirely intentional. Next month: Sheetu's testimonial, and a lamp that will not switch off.

Dear Referral

My referral partner never tells me what happened. Do I chase?
Once, politely, on the slip itself. If the loop stays open after that, stop referring to them and say why at your next 1-2-1. A referral that vanishes teaches you not to give the next one.

I sent a substitute and they scored my points. Is that fair?
Yes. Your seat was filled, the team's Full House stayed alive, and the sub met eighty people. Send better subs.

I'm at 48. Am I Red or Amber?
Red. Amber starts at fifty. One visitor is five points. You know what to do this week.

Referral horoscope

Build & Structure — A foundation laid in October bears weight in March.

Power, Systems & Safety — Somebody's budget expires on 31 March. Find them.

Fit-Out & Exteriors — The monsoon is coming. Say so at every 1-2-1.

Interiors, Décor & Retail — Diwali is not a festival. It is a deadline.

Business, Finance & Technology — January is yours. Everyone makes resolutions.

Events, Hospitality & Wellbeing — The season books in October. Speak now.

W Design Studio
Exploring New Dimensions
Architects & Interior Designers
Arch. Bhalchandra Wagle
Architecture · Interior design · Goa
Instagram @w_plus_design__studio

Your traffic light: plot your route to Green

Fill it in, pin it up. Your score, your route up, and October's Thursdays.

My Traffic Light

Component	Scale	Mine	Points
Referrals, per week	1.25+ = 25 · 1 = 20 · 0.75 = 15 · 0.5 = 10 · 0.25 = 5		
Visitors, 6 months	5 each, max 25		
1-2-1s, per week	1+ = 20 · 0.75 = 15 · 0.5 = 10 · 0.25 = 5		
CEUs, per week	0.5+ = 10 · any = 5		
Attendance	96%+ = 10 · 88% = 5		
TYFCB, ₹ lakh	30+ = 5 · 15 = 4 · 5 = 3 · 2 = 2 · any = 1		
Sponsored	1+ = 5		
Total	**Green 70 · Amber 50 · Red 30**		

October's Thursdays

#	Date	Theme	Present	Visitor	1-2-1	Referral	CEU
1	01 Oct	Vision Day					
2	08 Oct	Know Your Power Team					
3	15 Oct	Navratri Nine Colours					
4	22 Oct	Slay Your Ten					
5	29 Oct	Festive Season Countdown					

My visitors

Name	Invited	Confirmed	Attended

My renewal date

Ninety days before it

Full Circle

Twelve teammates. Tick each 1-2-1.

1 2 3 4 5 6
7 8 9 10 11 12

Name Signed

A Green week, day by day

Monday
Book this week's 1-2-1 with a teammate you have not met yet.

Tuesday
One podcast or Business Builder module. Enter the CEU the same day.

Wednesday
Enter every referral and closed business. Confirm Thursday's visitor on Connect.

Thursday
In the room by 7.45. Absent means a substitute, never an empty chair.

Friday
Call yesterday's visitor. Thank whoever's referral closed.

THE CENTURION · A HUNDRED OUT OF A HUNDRED



100

Lee Ferrao

Lee Ferrao & Co · Tax Advisor. Full marks in every column of the September traffic lights: first in the chapter, sixth in the Goa Region. Every box ticked, nothing left on the table.

10/10	10/10	20/20	25/25	5/5	25/25	5/5
ATTENDANCE	TRAINING	1-2-1S	REFERRALS	TYFCB	VISITORS	SPONSORS

Score a hundred and your face goes here next month.

GREEN TEAM · CAPTAIN SAIF KHAN · FOCUS DAY 18 FEB

Fit-Out & Exteriors

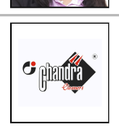
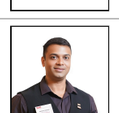
A face for each member and a line for what you learn about them.
**Lights: September, from the Regional Office.*

#	FACE	MEMBER · CATEGORY · MOBILE	LIGHT*	YOUR NOTES
27		**Saif Khan** CAPT Bath Accessories Hindustan Sales Syndicate 88065 57700	60	***Green +10:*** *15 more referrals (+15) · ₹12.5 lakh more TYFCB (+5) · 3 more visitors (+15) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
28		**Vishwesh Kamat** Windows& Doors (UPVC) Glazetek Systems 98221 54848	75	***Green. 100 +25:*** *5 more visitors (+25) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB, sponsoring*
29		**Amit Kumar Prajapati** Glass Supplier Amit Aluminium Glass 70202 99765	75	***Green. 100 +25:*** *1 more referrals (+5) · 3 more visitors (+15) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, TYFCB*
30		**Lalit Parihar** ACP Sheets Bhagyalaxami Aluminium 70730 87048	70	***Green. 100 +30:*** *5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*
31		**Naushad Malik** Drop / False Ceiling Malik Interior 99602 34131	54	***Green +16:*** *15 more referrals (+15) · ₹5.5 lakh more TYFCB (+1) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
32		**Usman Shaikh** Decorative Wall Laminates Prime interio 78753 60102	58	***Green +12:*** *14 more CEUs (+5) · 4 more referrals (+5) · ₹7 lakh more TYFCB (+2) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s*
33		**Suresh Chawan** Kitchen Construction Vision Design 97624 73997	53	***Green +17:*** *1 more CEU (+5) · 12 more 1-2-1s (+10) · 13 more referrals (+10) · ₹10.3 lakh more TYFCB (+2) · 4 more visitors (+20) · ✓ attendance, sponsoring*
34		**Keith Alvares** kitchen appliances Renz Marketing 93261 01119	59	***Green +11:*** *7 more 1-2-1s (+10) · ₹0.4 lakh more TYFCB (+1) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, referrals*
35		**Diana Braganza** Pools, Spas & Saunas Alpha Aqua Pools & Spas 77450 22371	95	***Green. 100 +5:*** *sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB, visitors*
36		**Shawn Paul** Landscape Services Shawn Paul Design 78879 27593	69	***Green +1:*** *₹1.5 lakh more TYFCB (+1) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals*
37		**Shephan Shaikh** Pest Control Pest Assassins 84217 99991	60	***Green +10:*** *13 more referrals (+10) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, TYFCB*
38		**Raj Sutar** Sign Company Metcreation 92257 23771	55	***Green +15:*** *18 more referrals (+15) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, TYFCB*
39		**Jolyon D'Souza** Dry Cleaning & Laundry J M Enterprises 99307 13018	43	***Amber +7, Green +27:*** *4 more CEUs (+5) · 11 more 1-2-1s (+10) · 8 more referrals (+10) · ₹10.1 lakh more TYFCB (+2) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance*
40		**Dheeraj Laddar** Commercial Kitchen Suvidha Kitchens LLP 93796 22844	NEW	
41		**Omkaar Sadalkar** Deep-Cleaning Machinery Avneesh Enterprises 98869 31111	10	***Amber +40, Green +60:*** *14 more CEUs (+10) · 26 more 1-2-1s (+20) · 33 more referrals (+25) · ₹12.5 lakh more TYFCB (+5) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance*

PURPLE TEAM · CAPTAIN JIYA NAIK · FOCUS DAY 19 NOV

Interiors, Décor & Retail

A face for each member and a line for what you learn about them.
**Lights: September, from the Regional Office.*

#	FACE	MEMBER · CATEGORY · MOBILE	LIGHT*	YOUR NOTES
42		**Jiya Naik** CAPT Fashion Designer Paisley by Jiya **95525 70721**	53	***Green +17:*** *14 more CEUs (+10) · 16 more referrals (+15) · ₹7.4 lakh more TYFCB (+2) · 3 more visitors (+15) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s*
43		**Bhalchandra Wagle** Interior Design - Commercial W+ Design Studio **77097 19938**	80	***Green. 100 +20:*** *4 more visitors (+20) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB, sponsoring*
44		**Fauzia Shahid** Furniture manufacture Designer Homes **78751 20176**	65	***Green +5:*** *2 more 1-2-1s (+5) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, referrals, TYFCB*
45		**Deepak Kashyap** Curtains/Blinds Yessara **98211 86100**	80	***Green. 100 +20:*** *3 more visitors (+15) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*
46		**Abu Avesh** Carpets/Rugs Real Sofa **95458 37142**	48	***Amber +2, Green +22:*** *23 more referrals (+20) · ₹6.3 lakh more TYFCB (+2) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
47		**Govindkumar Chauhan** Mattresses Varahamurti Flexirub Ind Pvt Ltd **90960 67872**	41	***Amber +9, Green +29:*** *6 more 1-2-1s (+5) · 27 more referrals (+25) · ₹12.4 lakh more TYFCB (+4) · 4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance, CEUs*
48		**Shital Kadam** Lighting Retailers Anuradha Marketing **86980 00123**	73	***Green. 100 +27:*** *4 more CEUs (+5) · 4 more 1-2-1s (+5) · 6 more referrals (+5) · ₹6.5 lakh more TYFCB (+2) · 1 more visitor (+5) · sponsor 1 member (+5) · ✓ attendance*
49		**Himanshu Tivrekar** Electronics Retailer Tivrekar Traders **88883 38800**	49	***Amber +1, Green +21:*** *9 more CEUs (+5) · 19 more 1-2-1s (+15) · 7 more referrals (+5) · ₹0.7 lakh more TYFCB (+1) · 4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance*
50		**Viola Rodrigues** Artist Vola Art Escape **79723 55356**	66	***Green +4:*** *₹12.4 lakh more TYFCB (+4) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals*
51		**Mahesh Pauskar** Fine Jewelry Pauskar Jewellers **80107 99711**	78	***Green. 100 +22:*** *11 more referrals (+10) · ₹8.1 lakh more TYFCB (+2) · 1 more visitor (+5) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
52		**Pooja Kunde** Organic Cosmetic Products Earthly Consumer Products Pvt Ltd **73873 73435**	31	***Amber +19, Green +39:*** *14 more 1-2-1s (+15) · 22 more referrals (+20) · ₹12.2 lakh more TYFCB (+4) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs*
53		**Ronel Siroya** Dry Cleaning/Laundry Chandra Cleaners **99204 47789**	16	***Amber +34, Green +54:*** *25 more 1-2-1s (+20) · 29 more referrals (+25) · ₹12 lakh more TYFCB (+4) · 5 more visitors (+25) · sponsor 1 member (+5) · no absences (+5) · ✓ CEUs*
54		**Nachiket Raykar** Auto/Car Repair Manic Mechanic **94229 00097**	70	***Green. 100 +30:*** *5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*

If it is not on Connect, it did not happen

Activity that is not in the system does not exist. Ten minutes, once a month, with this list. Fourteen ticks and you are ready.

- ☐ **Profile photo** — Recent, face visible, not a logo.
- ☐ **Category and business description** — Says what you sell, not what your industry is.
- ☐ **Keywords** — Ten or more. This is how other chapters find you.
- ☐ **GAINS profile** — Goals, accomplishments, interests, networks, skills. All five filled.
- ☐ **Contact details** — Mobile, email, website, one social link. All current.
- ☐ **Mobile app installed** — Notifications on. Slips entered from the phone the same day.
- ☐ **Visitor invite link tested** — Send it to yourself. Check it opens.
- ☐ **Referral slips** — Every referral given this month is in, with the right level.
- ☐ **1-2-1s logged** — Every one. An unlogged 1-2-1 did not happen.
- ☐ **TYFCB entered** — Every closed piece of business, with the referrer named.
- ☐ **Testimonials** — One given, one requested.
- ☐ **CEUs** — Every podcast, training and Business Builder module logged.
- ☐ **Substitutes recorded** — Any absence this month has a sub against it in PALMS.
- ☐ **Renewal date checked** — You know it, and you know the ninety-day mark.

FOURTEEN OF FOURTEEN: CONNECT-READY · TEN OR FEWER: SEE PRIYANKA NAIK PARRIKAR, BNI CONNECT COORDINATOR

Keywords find you business

Members of the two hundred chapters in India search Connect by keyword when they have a referral and no one in their room does it. Ten keywords is the difference between being found and not.

GAINS makes referrals specific

A filled GAINS profile tells your 1-2-1 partner what a good referral for you looks like before you sit down. Empty, the conversation starts from zero every time.

Slips are your traffic light

Referrals, 1-2-1s, CEUs and closed business only count once they are entered. The light on page 14 is computed from Connect, not from memory. Enter them the same day.



Sport: six teams, one trophy

The Power Team league. Round 1 · double points on visitors. Let battle commence.

Team	R1	R2	R3	R4	R5	R6	Pts
Build & Structure	—	—	—	—	—	—	—
Power, Systems & Safety	—	—	—	—	—	—	—
Fit-Out & Exteriors	—	—	—	—	—	—	—
Interiors, Décor & Retail	—	—	—	—	—	—	—
Business, Finance & Technology	—	—	—	—	—	—	—
Events, Hospitality & Wellbeing	—	—	—	—	—	—	—

The spoils: round winners dine, or take in a film, on the LT. The champions pack a bag for an overnight stay.

Team achievements

Full House, +20. All thirteen present or subbed. Twelve scores nothing.

Visitor Streak, +30. A visitor from the team at every meeting in the round.

Full Circle, +50. Every member has met every teammate.

Sports Day, +30. Saturday 5 December. Sport to be chosen. Sports Coordinators: Raj Sutar, Jolyon D'Souza.

Round one, week by week

Thursday	Theme	For the league
1 Oct	Vision Day	Learn your team's categories.
8 Oct	Know Your Power Team	Teams unveiled. Book your first teammate 1-2-1.
15 Oct	Navratri Nine Colours · Visitor Day	League starts. Visitors double; a first-timer's is 80.
22 Oct	Slay Your Ten	Ten referrals a team, slips by Wednesday.
29 Oct	Festive Season Countdown	Round closes; standings in November.

Tactics for this round

The league opens on 15 October; visitors count double until 29 October. A first-timer's visitor is worth eighty points to the team this month.

Full House at all three Round 1 meetings is sixty points before anyone brings a guest.

Register every visitor on Connect before Thursday. Unregistered visitors do not score.

Book your first teammate 1-2-1 this week. Full Circle is seventy-eight per team and the term is only twenty-six weeks.

Teams

Build & Structure	Brown · Captain Amruta Raibagi
Power, Systems & Safety	Yellow · Captain Ram Singh
Fit-Out & Exteriors	Green · Captain Saif Khan
Interiors, Décor & Retail	Purple · Captain Jiya Naik
Business, Finance & Technology	Blue · Captain Mangesh Gaonkar
Events, Hospitality & Wellbeing	Orange · Captain Sumaiya Sayed

How points are scored

Activity	Points
First-ever visitor by that member	25
Amber to Green	25
Visitor brought	15
Red to Amber	15
Black to Red	10
New 1-2-1	5
Testimonial written	5
CEU earned	3
Present and on time	2
Substitute sent	2

NOTHING ON THIS TABLE DEPENDS ON HOW BIG YOUR BUSINESS IS

Fixtures

Round	Closes	Double
One	29 Oct	Visitors
Two	26 Nov	Testimonials
Three	31 Dec	Attendance
Four	28 Jan	New 1-2-1s
Five	25 Feb	First visitors
Six	18 Mar	Band moves

SCAN TO INVITE A VISITOR

Round 1 counts every visitor double. This opens the BNI Visitor Invite Link for BNI® Elegance.

MY WEEKLY PRESENTATION · 30 SECONDS

Who I am · what I do · one specific ask: the person or company I want to meet this week.

BLUE TEAM · CAPTAIN MANGESH GAONKAR · FOCUS DAY 21 JAN

Business, Finance & Technology

A face for each member and a line for what you learn about them.
**Lights: September, from the Regional Office.*

#	FACE	MEMBER · CATEGORY · MOBILE	LIGHT*	YOUR NOTES
55		**Mangesh Gaonkar** CAPT General Insurance Mangesh Gaonkar and Associates 88063 69411	65	***Green +5:*** *2 more referrals (+5) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, TYFCB*
56		**Lee Ferrao** Tax Advisor Lee Ferrao & Co 99230 24950	100	***Centurion.*** *Every column full: keep the weekly rhythm.*
57		**Melwin Viegas** Lawyer Melwin Viegas & Associates 98902 37882	91	***Green. 100 +9:*** *₹12.3 lakh more TYFCB (+4) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, visitors*
58		**Umesh Naik** Mutual Funds S.K. Financials 94206 87510	68	***Green +2:*** *₹7.5 lakh more TYFCB (+2) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals*
59		**Gavin Dominic Xavier** Business Consultant Collabaree 95728 34027	65	***Green +5:*** *4 more CEUs (+5) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s, referrals, TYFCB*
60		**Nisha Sawant** Human Resources Innove8 Digital HR Pvt Ltd 97650 89220	90	***Green. 100 +10:*** *14 more CEUs (+10) · ✓ attendance, 1-2-1s, referrals, TYFCB, visitors, sponsoring*
61		**Capt. Subramaniam Kumar** Merchant Import and Export Chamu Global Enterprises Pvt Ltd 96506 93985	12	***Amber +38, Green +58:*** *14 more CEUs (+10) · 23 more 1-2-1s (+20) · 32 more referrals (+25) · ₹11.5 lakh more TYFCB (+3) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance*
62		**Trapti Shinde** Computer Software Treleva Technologies 91560 93845	64	***Green +6:*** *7 more referrals (+5) · ₹5.7 lakh more TYFCB (+1) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
63		**Geoffrey Chu** AI Consultant Riel Deal 88550 90819	56	***Green +14:*** *8 more referrals (+10) · ₹11.8 lakh more TYFCB (+4) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
64		**Priyanka Naik Parrikar** Web Design Cosmic Solutions 83908 31122	80	***Green. 100 +20:*** *3 more visitors (+15) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*
65		**Yash Nagvenkar** Advertising Agency Boss Media Goa 90111 00065	70	***Green. 100 +30:*** *9 more CEUs (+5) · 4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s, referrals, TYFCB*
66		**Darwin Barretto** Residential Real Estate Agent Global consultancy services 95528 24040	27	***Amber +23, Green +43:*** *9 more CEUs (+5) · 8 more 1-2-1s (+10) · 30 more referrals (+25) · ₹11.2 lakh more TYFCB (+3) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance*
67		**Marc Fremiot Fernandes** Villa and Homestay Rental DIA hotels Pvt Ltd. 96894 67979	32	***Amber +18, Green +38:*** *13 more 1-2-1s (+10) · 28 more referrals (+25) · ₹11.6 lakh more TYFCB (+3) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs*

ORANGE TEAM · CAPTAIN SUMAIYA SAYED · FOCUS DAY 22 OCT

Events, Hospitality & Wellbeing

A face for each member and a line for what you learn about them.
**Lights: September, from the Regional Office.*

#	FACE	MEMBER · CATEGORY · MOBILE	LIGHT*	YOUR NOTES
68		**Sumaiya Sayed** CAPT Salon/Spa Team24 Retails **99700 73141**	33	***Amber +17, Green +37:*** *14 more CEUs (+10) · 10 more 1-2-1s (+10) · 32 more referrals (+25) · ₹9.7 lakh more TYFCB (+2) · 3 more visitors (+15) · sponsor 1 member (+5) · ✓ attendance*
69		**Jay N Goradia** Event Planner ANS Media **98338 90978**	70	***Green. 100 +30:*** *4 more CEUs (+5) · 2 more 1-2-1s (+5) · 3 more visitors (+15) · sponsor 1 member (+5) · ✓ attendance, referrals, TYFCB*
70		**Jagannath Salgaonkar** Events & Wedding Planner Vivid Productions **83296 30856**	36	***Amber +14, Green +34:*** *13 more 1-2-1s (+10) · 26 more referrals (+20) · ₹11.8 lakh more TYFCB (+4) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs*
71		**Komal Shah** Caterer Kom.made **87885 34740**	75	***Green. 100 +25:*** *4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*
72		**Firlyn Furtado** Baker Timeless Treats **70381 49080**	67	***Green +3:*** *₹11.6 lakh more TYFCB (+3) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals*
73		**Nescia Marques** Café Nesbakes **74995 54807**	52	***Green +18:*** *18 more referrals (+15) · ₹11 lakh more TYFCB (+3) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
74		**Rohan Cardoz** Beverage Service Bliss Enterprises **93595 10387**	67	***Green +3:*** *9 more referrals (+10) · ₹11.3 lakh more TYFCB (+3) · 3 more visitors (+15) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
75		**Ahraz Mulla** Travel Agent GAC Holidays **80072 74939**	70	***Green. 100 +30:*** *5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB*
76		**Savio Fernandes** Adventure activities Eduventures **98221 55805**	73	***Green. 100 +27:*** *₹9.9 lakh more TYFCB (+2) · 4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s, referrals*
77		**Dr. Michelle D'Souza** Physical Therapist Dr.Michelle's Trinity Physiocare & Aquacure **97656 34278**	95	***Green. 100 +5:*** *1 more visitor (+5) · ✓ attendance, CEUs, 1-2-1s, referrals, TYFCB, sponsoring*
78		**Dr. Schuyler Pereira** Dentist Smile Craft **77769 60305**	24	***Amber +26, Green +46:*** *14 more CEUs (+10) · 23 more 1-2-1s (+20) · 16 more referrals (+15) · ₹1.5 lakh more TYFCB (+1) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance*
79		**Jigyasa Sharma** Health Coach Your Next Diet by J **81461 59914**	52	***Green +18:*** *17 more referrals (+15) · ₹11.2 lakh more TYFCB (+3) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, CEUs, 1-2-1s*
80		**Chhabilal Chandewar** Alternative Wellness Prana Sparsh Pranic Healing and Meditati… **92842 47437**	41	***Amber +9, Green +29:*** *7 more 1-2-1s (+10) · 26 more referrals (+20) · ₹12 lakh more TYFCB (+4) · 4 more visitors (+20) · sponsor 1 member (+5) · ✓ attendance, CEUs*
81		**Blaise Naina** Men's Suits Senor The Suit People **80101 57419**	40	***Amber +10, Green +30:*** *14 more CEUs (+10) · 16 more referrals (+15) · ₹12.5 lakh more TYFCB (+5) · 5 more visitors (+25) · sponsor 1 member (+5) · ✓ attendance, 1-2-1s*

Who does what: the chapter switchboard

The Leadership Team and every coordinator for the term, October 2026 to March 2027. Find the name, make the call.

Leadership Team

President	**Gavin Dominic Xavier**	9572834027
Vice President	**Janak Dand**	9370772731
Secretary / Treasurer	**Vyankatesh Kushwaha**	9552419762
Lead Visitor Host	**Lalit Parihar**	7073087048

President — Support

Education Coordinator	Jay N Goradia
Education Coordinator	Nescia Marques
1-2-1 Coordinator	Shital Kadam
Business Coordinator	Royson Afonso
Special Guest Coordinator	Sujatha Anand
Business Voices Coordinator	Nisha Sawant
Gratitude Coordinator	Dr. Michelle D'Souza
Sports Coordinator	Raj Sutar
Sports Coordinator	Jolyon D'Souza

Power Team Coordinators

Build & Structure · Brown	Amruta Raibagi
Power, Systems & Safety · Yellow	Ram Singh
Fit-Out & Exteriors · Green	Saif Khan
Interiors, Décor & Retail · Purple	Jiya Naik
Business, Finance & Technology · Blue	Mangesh Gaonkar
Events, Hospitality & Wellbeing · Orange	Sumaiya Sayed

Vice President — Ecosystem

Mentor Coordinator	Mahesh Pauskar
Growth Coordinator	Vishwesh Kamat
Retention & Renewal Coordinator (Member Care)	Nikhil Shah
Go Green Coordinator	Melwin Viegas
Application Coordinator	Deepak Kashyap
Attendance Coordinator	Raghavendra Gurav

Secretary / Treasurer — Stronghold

Training Coordinator	Komal Shah
Event Coordinator	Savio Fernandes
BNI Connect Coordinator	Priyanka Naik Parrikar
Social Media Coordinator	Aditya Hatle
Social Media Coordinator	Rohan Cardoz
Feature Presentation Coordinator	Nachiket Raykar
Feature Presentation Coordinator	Frazer Alphonso
Finance Coordinator	Umesh Naik

