



20<sup>th</sup> November 2007

Mark Jones  
Hallam Jones Insurance  
P.O. Box 1100  
Rotorua 3040

Dear Mark

BNI BUSINESS CHAMPION AWARD

On behalf of everyone here at BNI and our more than 1900 members countrywide, I would like to congratulate you on winning our BNI New Zealand Business Champion Award for the month of November 2007.

The BNI Business Champion Award was introduced by BNI to acknowledge and recognise the business achievements of members like yourself, and to celebrate that your successes are an inspiration not only to BNI members, but also to the wider business community as a whole.

As our November Business champion your name will go forward for our BNI Business Champion of the Year Award which will be announced in February 2008.

Thank you for your participation in BNI, and for sharing your achievements with us and your chapter.

Yours faithfully

A handwritten signature in black ink, appearing to read 'G. Southwell', with a long horizontal line extending to the right.

Graham Southwell  
BNI New Zealand National Director

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*"The" Business Referral Organisation™*

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