

BNI New Zealand & Hospice New Zealand

PARTNERSHIP GUIDE



Since 2007, BNI® New Zealand and Hospice NZ have proudly stood together as national partners, working together to help ensure hospice care remains free of charge for New Zealanders with a life limiting illness. Our partnership has gone from strength to strength, and an extraordinary \$2.25 million has been raised for hospices nationwide thanks to BNI's generosity and ongoing commitment to the work of Hospice.

Meet BNI®

BNI New Zealand, established in 1999, is the country's largest and most successful structured business networking organisation for small to medium businesses. With over 2,600 members and 120 groups (known as 'chapters') throughout the country, BNI members are on target to exceed \$100 million in revenue generated through BNI New Zealand each year.

As a business community, BNI helps create business opportunities through a structured system of referrals and reciprocity, based on trust and giving. Its members meet weekly in a business environment that motivates and inspires.

BNI's guiding principle is the philosophy of Givers Gain®. More than thirty years of BNI has proven that those who 'give' by referring business to their colleagues, 'gain' in many ways, including reciprocal business.

Meet Hospice

Many people think of hospice as just a building, when in fact it is a philosophy of care. The hospice philosophy places equal importance on the physical, spiritual, cultural, emotional and social well-being of a person living with a life limiting condition.

Anyone with a terminal illness, not just cancer, can access hospice care and support. People with life limiting conditions such as multiple sclerosis, lung failure, motor neurone disease or dementia can benefit from palliative care.

Whilst hospice care is primarily focused on the person who is dying, services are also for the family and whanau both before and after their loved one has died.

Everything hospice provides is free of charge. As an essential health service the majority of funding comes from Government, the remainder comes from community fundraising. Each year hospices must raise over \$77 million nationally.

Hospice NZ

Hospice NZ is the national organisation representing all hospice services in New Zealand, working alongside members to guide and support rather than direct and manage. Hospice NZ has no mandate to make decisions or commitments on behalf of members, working in partnership at all levels of the organisation.

All hospice services in New Zealand are independent charitable trusts, owned by the communities they serve. All 33 services have individual governance and management structures which guide the strategic direction of the organisation. Day to day operations and services vary from service to service and are dictated by community need.

Hospice Snapshot



1 IN 3

1 in 3 people who die in New Zealand each year are supported by hospice

130

Last year, 130 different ethnic groups were identified by people using hospice services

19,677

Last year, 19,677 people and their families and whānau were supported by hospices across the country

26%

Hospice services provide care and support for anyone with a life-limiting condition – not just people with cancer. Last year, 26% of people using hospice services had a non-cancer diagnosis

1,500,000

Together, a generous team of volunteers give over 1.5 million hours of their time each year to support hospice services

Working in Partnership

BNI's guiding philosophy is 'Givers Gain®' – a philosophy that goes beyond networking to make an extraordinary contribution to communities across New Zealand. Since BNI New Zealand and Hospice NZ formed a national partnership in 2007, BNI chapters have raised an extraordinary \$2.25 million for hospices nationwide, as well as raising awareness of hospice services.

Nationally

Nationally, BNI New Zealand funds the *BNI Palliative Care Scholarships Programme*, supporting Hospice NZ's commitment to growing leaders in palliative care. In recent years, the focus for the scholarships has been the professional development of hospice psychosocial and allied health teams. Since 2007, BNI New Zealand has donated over \$185,000 to fully fund this annual programme.

BNI New Zealand and Hospice NZ work together to raise awareness of both hospice services and our partnership. We support community relationships and monitor and evaluate achievements in an annual basis. BNI New Zealand also provides complimentary membership for hospice staff.

Locally

Throughout New Zealand, BNI chapters have a long and dedicated history of raising funds for their local hospices. BNI members visit hospices throughout the year to learn more about their services, and hospice staff visit chapters at weekly meetings.

Chapters and hospices work together in many ways – from small-scale fundraising events like a pub quiz, to large events like black tie balls. Because of our long association, many participants from both organisations at these events know each other. It's like catching up with family – BNI members have become whānau to many hospice staff and volunteers.



There's a perfect synergy between our organisations which is powerful and enduring because of our shared common values. At BNI, these include Givers Gain® (giving back to the community and helping each other to grow successful businesses within these communities), Positivity and Accountability.

Both of our organisations share values surrounding personal connections and developing relationships based on trust. Hospice is about supporting communities in which people live. Doing good is good for business.

**Graham Southwell, National Director
BNI New Zealand**



Supporting your local hospice – some ideas

First Steps

- Get to know each other! Invite your local Hospice rep to attend a BNI meeting or arrange to meet them for a cuppa.
- Brainstorm ways you might work together. We've included some suggestions on this page.
- Explore ways to promote your partnership (local media opportunities, blogs, newsletters, social media etc).
- Plan to meet regularly and keep each other up to date.

Support a Hospice fundraiser...

Find out what events your local hospice is planning and how your chapter can get involved. Sell tickets, treat your customers, be a sponsor or donate an auction item!



... Or create your own event

Movie nights, golf days, pub quizzes, fashion parades, bake sales... the sky's the limit and it's great for team building too.

Weekly chapter activities

Joker poker, weekly auctions, raffles, misdemeanour fines – easy and fun ways to support hospice during your breakfast meetings.



Volunteer time or skills

Help out at your local Hospice Shop, assist at events or street collections, offer handyman services, drive patients to appointments, keep the hospice garden beautiful – there's a role for you.

Be an Ambassador

Use your experience to be an ambassador and help raise awareness of the work of hospice in your community.

Donate to a wishlist

Many hospices have 'wishlists' of practical items they require such as photocopy paper, sugar, USB sticks, biscuits, petrol vouchers – through to specialist nursing equipment. Could your chapter help?



Support a hospice shop

Have a spring clean! Organise a collection of good quality, pre-loved treasures to donate to your local hospice shop – or even host a 'Hospice Shop Takeover'.

Nominate a Champion

Hospice Champions lead their chapter's partnership with Hospice – raising awareness of both BNI and Hospice in local communities. It's great fun and hugely satisfying.



BNI New Zealand and Hospice NZ are behind you all the way. Let us know what you're planning and how we can help.