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Givers Gain[®] Monthly



“Without vision, we are blind to opportunity.”

From the Executive Director

Welcome to April, BNI Vermont! It was one of the coldest winters in history, but we made it! I hope this warmer weather is seeing your green come back and your business pick up.

We are half-way through a slew of Visitors' Days for 75% of BNI Vermont chapters, which will see a growth in membership statewide between 30 and 50 new members! We will most likely be adding an additional MSP to the calendar in the next month or two to make room for all the new members, and be sure to keep your eyes and ears peeled for all new BNI Mixers throughout Vermont so that you get a chance to meet everyone.

Speaking of big events – the *Second Annual BNI Vermont Awards Banquet* is almost here! Check with your chapter's Event Coordinator or President to purchase tickets for you and one guest. One of Vermont's biggest bragging rights is that we have more members attend our events than any other BNI region in the northeast! I love telling the other BNI Executives how much chapter-to-chapter communication and business there is, which is a direct result of your involvement in events like our awards banquet!

Another item on the docket is our bi-annual *Advanced Member Success Program* set for Monday, May 18 from 8 am – 5 pm in Colchester. This course has a limited capacity because there is so much give-and-take. We've made some amazing updates to the course that you won't want to miss! So if you've been a BNI member for at least 6 months as of May 18, register today to save your spot! Happy Networking!



Vickie Wacek
BNI Vermont Executive Director

Contents

Continuing Education

- Monthly Networking Tip 2
- BNI Podcasts 2
- Important Links. 3
- SuccessNet – BNI HQ e-newsletter 3
- From the BNI VT Team 4

BNI Events

- New Chapters Forming. 5
- Member Success Program 5
- BNI Statewide Mixers..... 5

Member Recognition

- Perfect Attendance 6
- Monthly Member
- Traffic Lights Report 6
- New and Renewing Members 6

Monthly Networking Tip: Open Networking



One of the reasons networking is so powerful is because of the opportunity to diversify your connections. New people represent new relationships which mean new opportunities for you, both professionally and personally. For example, I was in a business meeting the other day when the gentleman I was meeting with realized that not only do I sing opera, but I teach it... and suddenly I had a new voice student and a business connection that will last for years to come. It's this kind of opportunity that presents itself every week at your BNI meeting through the Open Networking portion of the weekly agenda! When was the last BNI meeting you attended where there weren't any visitors or substitutes? These people are an automatic connection for you because they know someone in the chapter!

Open Networking is also an opportunity for you to follow up on your business with fellow members. Use this time to set up one-to-one meetings for the following week (or two weeks out), follow up on referrals with other members and update them on the status of their referrals to you. Avoid wasting your Open Networking by arriving right before the meeting. Instead, be that member with a reputation for showing up early and greeting new people for the full 15 minutes!

BNI Podcasts

CEU Links

BNI Podcasts

BNI The Power Of One Podcasts

Success Through Referrals Podcasts

SuccessNet e-Newsletter

Givers Gain® e-Newsletter

★ Remember to log your CEUs on BNI Connect: 1 Podcast = 1 CEU

BNI Headquarters & Dr. Ivan Misner, Ph.D.

Each Wednesday, BNI Founder, Dr. Ivan Misner posts a 8-15 minute Podcast featuring tips and information on Word-of-Mouth Networking. For BNI members, these podcasts help provide insight on how to utilize their membership to gain personal and professional development and financial success.

March 18: [Episode 398](#): People are talking about you.
Are you in the conversation?

March 25: [Episode 399](#): How About Those Badges?

April 1: [Episode 400](#): Make a Good Living While Serving a Greater Good

April 8: [Episode 401](#): What to Do When Things Go Wrong

April 15: [Episode 402](#): The Networking Disconnect (Classic Podcast)

BNI The Power of One Podcasts

BNI New Hampshire Executive Director, Tim Roberts, has been presenting his own BNI based podcasts for a couple years, and BNI Vermont recently adopted these podcasts. Visit www.BNIPowerOfOne.com to access these podcasts at any time.

March 18: [Episode 155](#): World Record Networking

March 25: [Episode 156](#): Transferring is Often NOT the Answer

March 31: [Episode 157](#): Inviting Mindset

April 1: [Episode 157](#): Dr. Shawn Shapiro Talks Inviting Mindset

April 8: [Episode 158](#): 15 Minutes a Day Follow Up w/ Jamie Stein

Success Through Referrals Podcasts

One of BNI's missions statements is to change the way the world does business, and BNI Executive Director, Tim Roberts, has really put that into action by creating www.SuccessThroughReferrals.com. This website helps non-BNI business professionals with their word-of-mouth marketing efforts.

Give yourself some credit!

Each podcast you listen to counts as one Continuing Education Unit (CEU). Remember to enter your CEUs on BNIconnect.com!

BNI Branding

Interested in accessing the BNI logo and using it? We have just the website for you: www.BNIBranding.com. This website provides the BNI Branding Standards as well as a variety of high resolution images for download. Contact your chapter's Director Consultant for a Username and Password.

BNI Event Calendar

Join BNI members from across the state and the world for webinars, trainings and networking events to enrich your BNI experience by boosting your visibility and perspective! www.BNIVermont.com/Events.php

SuccessNet – BNI e-Newsletter

BNI's monthly e-newsletter features first hand perspective from some of the world's most renowned networkers, leaders and public speakers, as well as networking stories from BNI members, ambassadors and directors from around the world. This month's newsletter covers topics on:

From the Founder: [The 7 Secrets to Work-Life Harmony - it's not as elusive as you may think it is.](#) By Dr. Ivan Misner

Words of Wisdom: [6 Qualities of Top Teams](#) By Brian Tracy

Art of Networking: [Talk Tools to Help you Conserve and Connect: Turn the conversational focus from "I" to "You".](#) Submitted by Sam Horn, Author of POP!, Tongue Fu! and Got Your Attention?

To The Next Level: [The Art of Speech Writing](#) By Dawn Herscher – BNI Pacific Coast Chapter, Dana Point, CA

BNI Member Profiles of the Month

Each week we feature one BNI Vermont Member on all of our social media outlets. If you would like to be considered for this opportunity, be sure to visit www.BNIConnect.com and update your User Profile in full, including your headshot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.



John Trahan
Fuel Supplement
Syntek Global
Prestige BNI
St. Albans, VT



Kyle Murdock
Document Shredding
Shred-Ex
Crossroads BNI
Berlin, VT



Jessica Waters
Professional Organizer
In Perfect Order
Prosperity BNI
Williston, VT



Steve Ertle
Graphic Design
BTV Creative
Champlain Valley BNI
South Burlington, VT



Josh Pepin
Commercial Insurance
Poulos Insurance
Wealth Builders BNI
South Burlington, VT

Quick Links

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Linkedin

BNI Chapter Facebook Pages

Take a moment to “LIKE” other chapter's Facebook pages to keep up to date on information and events across the region!

[Champlain Connections BNI](#)

[Champlain Valley BNI](#)

[Crossroads BNI](#)

[Integrity BNI](#)

[Prestige BNI](#)

[Prosperity BNI](#)

[The Masters BNI](#)

[Wealth Builders BNI](#)

Accountability + Persistence = Success

by BNI Vermont Ambassador, Chris Kasper



Chris Kasper

BNI Vermont Ambassador

Founding Member of Integrity BNI

Tuesday mornings

8:00 – 9:30 am

Essex Junction, Vermont

Professional Classification Home & Auto Insurance State Farm Insurance

Date Accepted to Chapter

January 22, 2014

Chapter Roles Held

Chapter Growth Coordinator
(current)

The simple idea of Givers Gain® has forged the number one networking organization in the world by allowing us to be a part of a group where “growing alongside each member of a chapter” is the primary concern. There is no beating around the bush; we are here to make money. Now that we know why we’re here, how do we get to stay? Keep it simple and stick to the systems in place. If someone refers business to you, take good care of the referral and thank your chapter member.

Success doesn’t form by doing one thing and hoping for the best. Success is formed by various series of trial and error. Taking the best of what you learned from the process and dropping what is weighing you down.

An Itinerary helps - my day starts on Monday, I go to work, and give my BNI Connect a once over to assure it is up to date for my Chapter meeting Tuesday. I start to narrow in on a topic for my Manager minute, and get good night’s sleep. When I wake up, I start to form my manager minutes and perfect it on my way to the meeting.

During the meeting I write down what each member’s manager minutes main focus was, as well as at least one person who might (even if it’s a long shot) be able to benefit from what it is each member can provide.

From there I will add to a “hot list” within a folder for each member of the chapter with lists of names and businesses of those who may benefit. Within each members folder I keep this “hot list” in excel format to add names and businesses which I think may turn into a lead or referral at some point for my fellow member. That folder is also used to store the G.A.I.N.S. profile to reference for future 1-2-1’s.

I spend my week with open ears and qualifying questions, hoping to gather qualified referrals for my chapter.

These sets of records will prove a good source of information when down the line I feel as if I haven’t been producing to my true potential, I can revisit my chapter’s individual folders and work through them.

I tried to find the best time to update and enter into BNI Connect. My first thought was to do it directly after BNI. It seemed like a good idea at first, but I found that it spread BNI too thin for me. I also like the idea of having a 1-2-1 after the meeting.

For me, the best time for me to block off in my calendar is on Thursdays from 12:00 – 1:00 pm. I’m not saying that’s the only time I use to update BNI Connect, but it is my one hour a week outside of my chapter meetings and 1-2-1’s that I dedicate to BNI. Whether it is to submit a TYFCB or complete a CEU, I know I have that hour every week, and I stick to it.

It is this persistence while holding myself accountable, that I find myself being a better member to my chapter and BNI as a whole. Accountability + Persistence = Success.

New BNI Chapters Forming!

If you are interested in helping someone you know get a BNI chapter started in their town, do not hesitate to reach out to the BNI Vermont Regional Office. Here is a list of towns in Vermont that are currently working to get BNI chapters up and running. If you know someone in one of these towns, please get in touch with Vickie Wacek as soon as possible.

Bennington	Middlebury
Brattleboro	Montpelier
Burlington (lunchtime)	Morrisville

Check Out Our Newest Chapter!

Shelburne Pre-Core
Thursdays, 8:30 – 10:00 am
 Trinity Episcopal Church, Shelburne, Vermont
Starting March 26

Member Success Program

Join BNI Vermont Ambassador David Beckett in the coming months for the next MSP! This course is required for all new members within their first 60 days of membership and is recommended **yearly** for all members. Come brush up on your networking skills! Next Scheduled MSPs:

Tuesday, May 5, 1:00 – 4:00 pm
Thursday, June 18, 5:00 – 8:00 pm
Tuesday, July 21, 1:00 – 4:00 pm
 *Location: Bevo, 70 Roosevelt Hwy, Colchester

Statewide BNI Mixers

Join BNI Vermont members from across the region for free mixers! New members are especially encouraged to come to these events as the BNI Vermont Team and Executive Director will be there to answer your questions and provide insight to your new endeavor with your BNI chapter! These events range in cost from free to \$20/person. We look forward to seeing you there!

BNI Vermont Mixer
Wednesday, June 17, 5:30 – 7:30 pm
 Trader Dukes Lounge, Doubletree Hotel, South Burlington, VT

BNI Vermont at the Lake Monsters
Wednesday, June 24, 6:00 – 9:00 pm
 Centennial Field, Burlington, VT

Cruise on Lake Champlain
 July – TBD

BNI Vermont Summer Picnic
Wednesday, August 19, 4:30 – 9:30 pm
 Oakledge Park, Upper Pavilion, Burlington Waterfront



Calendar of Events

April

- 4/20 Bi-Monthly “How to Start a BNI Chapter” Online Call**
8:00 – 9:00 am
- 4/20 Mentor Coordinator Monthly Web Conference Call**
12:00 – 1:00 pm
- 4/23 Crossroads BNI Visitors’ Day**
8:00 – 10:00 am, Central VT Chamber of Commerce
- 4/27 BNI VT Awards Banquet**
5:30 – 9:30 pm
Sheraton, Burlington

May

- 5/4 Bi-Monthly “How to Start a BNI Chapter” Online Call**
8:00 – 9:00 am
- 5/5 Integrity BNI Visitors’ Day**
8:00 – 10:00 am
Holiday Inn, South Burlington
- 5/5 Colchester Member Success Program**
5:00 – 8:00 pm, \$15/person
Bevo, 70 Roosevelt Hwy, Colchester
- 5/11 Education Coordinator Monthly Web Conference Call**
12:00 – 1:00 pm
- 5/18 BNI Advanced Member Success Program**
8:00 am – 5:00 pm, \$125/person
Keller Williams Colchester
- 5/18 Bi-Monthly “How to Start a BNI Chapter” Online Call**
8:00 – 9:00 am

For any of the Events listed above

[Register Here](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Barb Dozetos Above the Fold Marketing – Champlain Valley BNI

6 Months Perfect Attendance

John Morrie John D. Morrie Construction Co. Inc, Champlain Connections BNI

Curt Wheeler Wheeler Property Management, Champlain Connections BNI

Leah Stewart Shadow Productions, Champlain Connections BNI

Rebecca Manchester Rebecca Manchester Design & Illustration,
Champlain Connections BNI

Kyle Murdock Shred-Ex, Crossroads BNI

Jay Cummings Peoples Trust Company, Prestige BNI

Robert Schwartz Great Northern Construction, Integrity BNI

Brian Bonk Champlain Chevrolet, Prestige BNI

Alan Kinney Kinney Insurance, Prestige BNI

Jay Lawrence J L Masonry & Hardscaping, Prestige BNI

Susan Snider Snider & Associates, Crossroads BNI

Nate Yandow Duke's Physical Fitness, Prestige BNI

Patti Gervais Main Street Flooring, The Masters BNI

Irvin Eisenberg Montpelier Structural Integration, Crossroads BNI

New Members – March 2015

Peter Yoskin Steelberry Inc., Prosperity BNI

Kristin Brassard American Lung Association, Prosperity BNI

James Hungerford Hungerford Construction, Prestige BNI

Evan Barquist Barquist Law PLC, Prestige BNI

Ashley DiMercurio Ashley D. Fitness, Champlain Connections BNI

Caroline Earle Law Office of Caroline S. Earle, Crossroads BNI

Larry Michael Midas, Champlain Valley BNI

Kyle Santor Floor Coverings International, Champlain Valley BNI

Adam Dudley Let's Clean, Prestige BNI

Renewed Members – March 2015

Jeff Vos Home Check Inc., Wealth Builders BNI

Tom LaChance New York Life, Wealth Builders BNI

Jim Cohen Hadley Financial Group, Champlain Connections BNI

Ed Colomb ABSB, Champlain Valley BNI

Michelle O'Brien Nerium International, Prestige BNI

Jim Powers JE Powers Painting LLC, Champlain Connections BNI

Kingsley Poulin Kingsley Graphics, The Masters BNI

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