

Givers Gain[®] Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

From Our Executive Director

Happy Spring, BNI Vermont! Some of us are sneaking to the mountains for one last ski trip, while others are already digging in the dirt and prepping summer gardens! Whatever spring brings for you, we know that summer is just around the corner – the kids will be out of school, businesses running at full speed, and we’ll be networking like crazy! We here at BNI Vermont hope that you’re already taking charge of your schedule and take lots of time for yourself as warmer days grace our beautiful state.

The 4th Annual BNI Vermont Awards Banquet is only a few weeks away, and this annual event has become the not-to-miss affair of the year! Hundreds of BNI members with their significant others and guests show up for great food, great company, and great celebration! We just put the finishing touches on the Welcome Video, the programs have gone to the printer, and the awards are being created as we speak. This event is very ‘guest’ friendly (aren’t we a networking organization?) so we would love to meet your friends or significant other. Purchase your tickets at this week’s BNI meeting through your chapter’s Event Coordinator. **Tickets must be purchased by Friday, April 21st.**

Our next bit of exciting news is the release of the updated Application and Interview process for our chapters! Webinars were given at the end of last month for your Membership Committees and Vice Presidents, and with the collaboration of your Leadership Teams, Ambassadors and Director Consultants, we are very confident that the additions to the process will make a significant impact on your new and first-year members! Thank you for all that you do for one another, and Happy Networking!

Vickie Wacek
BNI Vermont Executive Director



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Continuing Education



*“The single greatest “people skill” is a highly developed & authentic interest in the **other** person.”*

– Bob Burg

Monthly Networking Tip: Solicitations from outside of BNI Vermont

It's a common occurrence in this world-wide organization for members to reach out to one another in order to facilitate building business relationships. However, from time to time I connect with members who comment on the solicitations received from BNI members across the world, and these experiences have taught me a lot. The first and most important of these is that business culture is different throughout the world. For example, did you know that in many places in Asia it is rude to write on another professional's business card, or to put it away while talking with that person? I share this to prove that the Platinum Rule is in full effect when it comes to world-wide networking: Do unto others as they would have done unto themselves. It recently came to my attention that there are many places in the world where professionals do not wait for business to fall into their lap. Instead, they go out there and they create business opportunities. In a great organization like BNI, some members will use the BNI network to reach out to members such as ourselves here in Vermont to grow their network. We Vermonters may interpret their actions as pushy or salesy, but from where they come from, it's professional. When these opportunities cross your inbox/desk/voicemail, instead of flexing your 'frustration muscles', I encourage you to consider this perspective of different cultures. Take a moment to thank them for their time. Be clear as to whether or not you want to connect with them. Or if you want to decline their request or opportunity. We've been taught that being solicited is bad, but I encourage you to look deeper.

- Vickie Wacek, Executive Director, BNI Vermont

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 22: [Episode 499](#): \$1.1m in Closed Business in One Week

March 29: [Episode 500](#): Are Referrals Always Reciprocal?
(Ask Ivan Misner Series)

April 5: [Episode 501](#): Seven Ways to Better Networking

April 12: [Episode 502](#): Five of the Least Important Skills for Networking

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.

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 BNICconnect.com!

BNI Resources

Have you ever been interested in accessing the BNI Logo? Maybe you missed a recent BNI Webinar to help you learn how to use BNI Connect? What if you would prefer the *Givers Gain* book you received in the Members Success Program, in audio format? Visit Support.BNIConnect.com and click on **The Resource Center** button. Why not take a few minutes right now to check out what this site has in store for you!

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.

Steps to Setting Business Goals

Submitted by Eden Creamer-Hurdle

4 Tactics to Help Build a Strong, Sustainable Organizational Culture

By Graham Weihmiller

Video Contest: What is Your Core Value?

By BNI Staff

7 Strategies to Stay in Touch

By Ivan Misner, Ph.D

BNI Member Profile of the Week

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.



Liz Merryman
Residential Real Estate
Century 21 Jack Associates
Queen City BNI
Burlington, VT



Johannes Ziegler
Renovations & Remodeling
JZ Carpentry, LLC
Champlain Valley BNI
South Burlington, VT



Tilyr Dunklow
Chiropractic
Summit Chiropractic
Center
Champlain Connections
BNI
Burlington, VT

Quick Links

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BNI.com



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Find us on
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

Heart of Vermont BNI

Integrity BNI

Middlebury BNI

Prestige BNI

Prosperity BNI

Queen City BNI

The Masters BNI

Shelburne BNI

Wealth Builders BNI



Don Hayes
BNI Member

**Member of
Integrity BNI
Tuesday**

8:00 – 9:30 am

Holy Family Church
Essex Junction, VT

Professional Classification
Real Estate Attorney
Rees & Hayes

Chapter Roles Held
Member (*current*)

**Need to reach your
Director Consultant or
an Ambassador?**

[Click Here](#)

BNI: Build Self-Esteem

by BNI Member, Don Hayes

I receive monthly updates from this website called Babycenter. My wife was first made aware of the site while she was pregnant. What hooked her was how the site compared the size of the fetus to common fruits – from poppy seed to pumpkin.

Now our little poppy seed is three, but the monthly Babycenter emails keep coming. This month we were directed to an article on how to build your toddler's self-esteem. As I read the article, it occurred to me that there are a lot of similarities between raising a happy toddler and raising a happy BNI member. In part, self-esteem is about feeling valuable – feeling appreciated for the work we do and the contributions we make. The article listed 7 things that parents can do to build self-esteem:

1. Give love unconditionally. The idea is to participate with no strings attached. Givers gain, right? A new member like myself may not be able to generate a ton of referrals now, but I'd still like to feel like I contribute. Not keeping score is a way to make sure everyone wins.

2. Listen attentively. Put the phone away. Be present. Listen. Nothing communicates "I care about what you are saying" better than active listening. Eye contact. Body language. Be welcoming. And that fosters confidence: "People really do care about what I am saying."

3. Encourage healthy risk taking. Without risk taking there is little opportunity for meaningful success. Whether it's bringing a guest or giving a referral, we can encourage healthy risk taking by being a solid foundation for each other, and by providing support. Being welcoming to guests encourages people to bring guests. Being responsive to referrals encourages people to give referrals.

4. Let failure happen. While we hope every referral leads to closed business, it doesn't always happen. Therein lies a valuable message: if you are the "referrer" – you were able to draw from your pool of resources to help someone out; if you are the "referee" – someone thought enough of you to send business your way. In other words, be thankful even for the business that didn't close!

5. Celebrate the positive. Sure, we do that every week by recognizing referrals and closed business. But, it goes beyond that – celebrating, as a group, the new addition to a family, or celebrating exceptional business growth of a fellow BNI member - even celebrating the contributions made by a member who has decided to move on. When we focus on the positive, we not only foster confidence, we create enthusiasm.

6. Resist comparisons. Comparisons are meaningless – each person here is unique – each business represented here, by design, is unique. When we see ourselves as too similar we are unable to appreciate individual talents; or when we see ourselves as too different we fail to find the connections. We've heard the disclaimer before: individual results may vary – and that's a good thing!

7. Be encouraging. Positivity – even in the face of defeat – not only does it build confidence, but it also encourages future risk taking. We are all here because we want to grow our businesses. We will have down days, but under that unified purpose, we can encourage each other to achieve great things so together the trajectory of our combined efforts will arc toward success for all.

Just remember, we all started out as poppy seeds.

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's a list of towns in Vermont that are currently working to get BNI chapters up and running.

**Bennington
Brattleboro
Manchester**

**Milton
Richmond
Rutland**

**St. Johnsbury
Stowe
Waitsfield**

Member Success Program

Have you attended a Member Success Program recently? Has it been more than six months? More than a year? Member Success Programs are specifically intended for all BNI Members to gain more knowledge about being successful members of their chapters! It is recommended that **all members** attend at least one Member Success Program every year to take full advantage of all BNI has to offer! If you have not attended an MSP recently, or if you have but would find going to another one in the near future beneficial, consider registering for an upcoming Member Success Program!

Thursday, April 27, 1:00 – 4:00 pm
Location: Bevo
Roosevelt Highway, Colchester

Fourth Annual BNI Awards Banquet

This amazing annual event is just around the corner and is an event you don't want to miss! Bring a guest and join us for networking, great food and drinks, awards and dancing! Tickets are \$40 per person and **must be purchased in advance**. We'll see you then!

FOURTH ANNUAL

BNI VERMONT
AWARDS BANQUET

Thursday, May 4, 2017 • 5:30 – 9:30 pm
Sheraton Burlington – Emerald Ballroom, Burlington, VT



Photos from the Third Annual Awards Banquet.



Calendar of Events

April

- 4/18 BNI Connect Webinar - Step 3: Connecting with Other Members**
3:00 – 3:30 pm, Fee: Free
- 4/19 BNI Connect Webinar - Step 4: Member Tools & Reports**
3:00 – 3:30 pm, Fee: Free
- 4/20 Prosperity BNI Visitors' Day**
9:30 – 11:30 am, Fee: Free
- 4/20 BNI Connect Webinar - Step 5: Inviting and Registering Visitors**
3:00 – 3:30 pm, Fee: Free
- 4/21 Heart of Vermont BNI Member Success Program**
10:00 am – 1:00 pm
Fee: \$15.00 for members, \$30.00 for non-members
- 4/27 Member Success Program**
1:00 – 4:00 pm, Fee: \$15.00 for members, \$30.00 for non-members

May

- 5/1 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Fee: Free
- 5/4 BNI Vermont Awards Banquet**
5:30 – 9:30 pm, Fee: \$40.00/ticket, 2 tickets per member
- 5/8 Middlebury Vermont BNI Member Success Program**
10:00 am – 1:00 pm
Fee: \$15.00 for members, \$30.00 for non-members

For any of the Events listed above

[Register Here](#)

Member Recognition

Monthly Member Traffic Lights Report **PERFECT SCORES OF 100!**

Mollie Lannen CW Print + Design, Queen City BNI

Michael Hughart Winooski Insurance, Integrity BNI

Patrick Decelles DZ Security, Champlain Connections BNI

Sarah Lipton The Presence Point LLC, Heart of Vermont BNI

6 Months Perfect Attendance

Dan Swider Branded On Demand, Champlain Valley BNI

Timothy King Timothy King Attorney at Law, Middlebury, BNI

Elizabeth Davidson Clear Connections Chiropractic, Queen City BNI

Chris Morse Chrismorse.net Computer Service, Middlebury BNI

Dave Leinaweaver D K Leinaweaver, CPA, PC, Middlebury BNI

Taya Elisabeth White Heron Healing, Queen City BNI

Johannes Ziegler JZ Carpentry, LLC, Champlain Valley BNI

Gillian Randall Gillian Randall Photography, Champlain Connections BNI

Chip Patullo Above-N-Beyond Energy, Champlain Valley BNI

Robert Shea Rob Shea Carpentry, LLC, Integrity BNI

Roger Schmidt Rogers Relaxing Massage Therapy LLC, Middlebury BNI

Darlene LeClair Nerium International, Champlain Valley BNI

Michael Hughart Winooski Insurance, Integrity BNI

Kevin O'Hara Liberty Mutual, Integrity BNI

Robert Diaco Singarama, Wealth Builders BNI

Lisa Lord Lisa Lord Nutritional Therapy, Wealth Builders BNI

Barb Dozetos Above the Fold Marketing, Champlain Valley BNI

Erik Kolomaznik CK Financial Resources, Shelburne BNI

Kenneth Brown QBSolutions.com, Shelburne BNI

Bruce Blokland PayData, The Masters BNI

Congratulations to all Chapters in the Green March 2017

Heart of Vermont BNI

Montpelier, VT

To access your Chapter's Traffic Lights Report, go to:
BNIconnect.com -> Reports -> Chapter -> Chapter Traffic Lights

New Members – March 2017

[Matt Johnson](#) Booska Moving & Storage, Champlain Connections BNI

[Matthew Peck](#) Haven Mechanical LLC, Champlain Connections BNI

[Michael Page](#) Rose Computer Technology Services, Inc.,
Champlain Connections BNI

[Rosann Kramer](#) Runway Auto, Champlain Connections BNI

[Brian Bock](#) Bock LLC, Champlain Valley BNI

[Ayla Yandow](#) Wicked Wild Wellness, Integrity BNI

[Tim Monty](#) Professional Financial Associates, Integrity BNI

[Zach Whitcomb](#) New England Electric, Integrity BNI

[Angie Cook](#) doTerra Essential Oils, Shelburne BNI

[Diana Sheltra](#) Sheltra Tax & Accounting, LLC, The Masters BNI

[Eliana Leddy](#) Vermont Physical Therapy, The Masters BNI

[Bradley Hayden](#) HLG Excavation LLC, Wealth Builders BNI

[Mike Kiessling](#) Edward Jones, Wealth Builders BNI

Renewed Members – March 2017

[Towanda Geary](#) Spirited Pathways to Healing LLC,
Champlain Connections BNI

[Barb Dozetos](#) Above the Fold Marketing, Champlain Valley BNI

[Robert Schwartz](#) Great Northern Construction, Integrity BNI

[Rebecca Monty](#) Professional Financial Associates, LLC, Prosperity BNI

[Julie Thorpe](#) Spruce Mortgage, Shelburne BNI

[Aaron Smith](#) S&D Landscapes, LLC, The Masters BNI

[Aubrey Bissonette](#) JoAnn's Uniforms & Embroidery Works, The Masters BNI

[Marie Pierre Nadeau](#) Unwind Mobile Massage, The Masters BNI

[Jeff Pierce](#) Crosshair Communications, Wealth Builders BNI

BNI Vermont

PO Box 64737
Burlington, VT 05406

Phone: 802-557-0111
Vickie@BNIVermont.com

Find us on the Web:
www.BNIVermont.com

