



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

Happy August, BNI Vermont! It's a pleasure to be in touch with you all in such a beautiful month and I hope that when you are reading this, the day is as beautiful as it is right now!

We're greatly looking forward to your attendance at the **BNI Picnic on August 16<sup>th</sup> in Burlington!** Rarely do we have the opportunity to gather with members of other chapters, our families and our leashed fur-friends, for a delicious pot luck to share (reminder – no glass please). We'll be at Oakledge Park on the Burlington Waterfront from 4:30 pm until dark, and BNI Vermont is supplying water, hot dogs, hamburgers, condiments and serving-ware. We also encourage you to bring 'field games', like bocce ball or a Frisbee, as well as your bathing suits if you want to jump in the lake!

BNI Vermont is also hard at work putting together an outstanding Chapter Training for September! Our trainers are getting revved up, we're putting the final touches on completely re-worked manuals, and we're excited to offer Open Networking opportunities for you when you show up early or stay late to connect with fellow attendees! Take advantage of this great opportunity to its fullest! We also have one sponsorship available if you would like your business to be on view to 300 businesses across Vermont over two days!

Lastly, if you haven't marked your calendars, the 2018 Awards Banquet has been booked. Join us on Friday, May 11<sup>th</sup>, 2018 at the Sheraton Burlington for BNI's largest annual celebration! Hotel room blocks will be available when we get closer to the date. Save the date now!

Happy Networking, BNI and we'll see you all in September!



**Vickie Wacek**

BNI Vermont Executive Director

## Monthly Networking Tip: Substitutes & Building My Business

After my first year of BNI membership, my members were my #1 source of new business. Because of this, I took good care of my BNI members – even when I was out of town. Before I left, I always took care to make an impression on those BNI members who took such good care of me. I did that by arranging for the best substitute I could find! But what makes someone an amazing substitute? And how can I simultaneously build my business while relaxing on vacation? Many of us are guilty of taking the \*easy way\* – we ask another BNI member to substitute for us, but I knew from the start that this wasn't good for my members. BNI members from other chapters were less likely to hire the members of my chapter because they already had those professionals in their BNI chapter. My next thought was to call on a family member, friend, or client who had substituted for me before. That idea was more profitable to my fellow BNI members than the previous idea, but I knew there had to be a better way! The best result came in finding a family member, friend, or client who had never met my BNI chapter in a life or professional transition. These folks had never met my BNI members, they were going to need a lot of support through their upcoming 'transition' and were in an outstanding position to buy the products and services of my members. When I came back, the flood of "thank yous" meant that I came back to a better professional reputation with my members, which meant I had built my business while I relaxed!

- Vickie Wacek, Executive Director, BNI Vermont

## Podcasts

**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 Podcast featuring tips and information on Word-of-Mouth Networking.

July 19: [Episode 516](#): The Golden Rule of Networking

July 26: [Episode 517](#): Achieving the Power of One

August 2: [Episode 518](#): Want More Referrals?  
Show Up!

August 9: [Episode 519](#): Quantity is Good, but  
Quality is King

### **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\*\*](http://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\*\*](http://www.SuccessThroughReferrals.com). This website helps non-BNI business professionals with their word-of-mouth marketing efforts.

## 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](http://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](http://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.

### [I Used to Be Good Before BNI](#)

By Towanda Geary, BNI Vermont Ambassador

### [“Interview” Instead of “Invite”](#)

By Ivan Misner, Ph.D, BNI Founder

### [The Power of a Handwritten Note](#)

By Eden Creamer-Hurdle

### [Why I Choose to ‘Buy in BNI’](#)

By Graham Weihmiller, BNI CEO

## 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](http://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.



### **Holly Lemieux**

*Estate Planning Attorney*

**Holly K. Lemieux Esq. PLLC**

Integrity BNI

Essex Junction, VT



### **Reed Prescott**

*Artist*

**Prescott Galleries @ Verde Mountain**

Middlebury BNI

Middlebury, VT



### **Angela Poirier**

*Residential Mortgages*

**Peoples Trust Company**

Prestige BNI

St. Albans, VT



### **Cynthea Hausman**

*Massage Therapist*

**Cynthea's Spa**

Prosperity BNI

Williston, VT



### **Elizabeth Davidson**

*Chiropractor*

**Clear Connection Chiropractic**

Queen City BNI

Burlington, VT

# From the BNI Team



**Rod Cain**  
BNI Vermont  
Director Consultant

## Dynamic Culture: The Breakfast of Champions

*By Rod Cain,  
BNI Vermont Director Consultant*

It's that time of year when the incoming leadership team of every chapter formulates the business plan for their upcoming term and members prepare for their new roles starting October 1<sup>st</sup>. It's a time to assess the progress made and identify any shortcomings as potential goals. What have we achieved? In what areas could we do better? What are the tools available to assist in our objectives?

One of Ivan Misner's axioms is 'Culture eats strategy for breakfast'. In other words, the best laid plans can be derailed without leadership, commitment, mutual respect, perseverance and accountability. Strategy is definitely an important key to success; our chapter business plans are the roadmap that serves to direct the creative energy of a chapter in the right direction. However, it is the quality of a chapter's culture which fuels the collective goals, inspires members to lead each other and excites visitors to want to join.

Culture is the very heart of a chapter— a composite summation of all the talents, ideas and experiences of every member in the group. It is the talent pool. AND, perhaps more importantly, it is the motivation and inspiration that fuels the process.

Many of us in Vermont have experience building and tending a fire, whether it be in a wood stove or a campfire. You need the right materials: large, dense, dry wood for the long burn, kindling for the short burn, paper, twigs or bark for your tinder, the knowledge of how to 'chimney' the updraft (the strategy) and a spark. The culture of a chapter is just like a campfire and must be tended just the same. Has your membership committee selected the right wood... or do you have too many wet, heavy logs? Is the leadership (not just the LT) igniting and encouraging fire, setting the example for others? Do the sparks of good ideas take hold to create the necessary updraft to burn? Does your chapter fire still burn, ready for new wood, or has neglect and complacency reduced it to ashes?

We all play a part in the success of a chapter. When you inspire others to contribute to the group with your commitment, the fire will grow... and so will your reputation and your business. And when you wake up to the glow of burning embers from a long-burning, well-tended fire, rest assured only a gentle tending is needed to quickly and easily reignite the flame... starting the cycle over again. Campfire coffee anyone?

## About the Author

**Member of**  
**Champlain Connections BNI**

Meets Fridays, 7:30 - 9:00 am  
Main Street Landing Third Floor Great Room · Burlington, VT

**Current Roles:** Director Consultant, BNI VT; Chapter Growth Coordinator, Champlain Connections BNI

**Past Roles:** Education Coordinator, President

## Member Success Program

Have you attended a Member Success Program recently? 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 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, August 24, 1:00 – 4:00 pm**  
**Monday, September 25, 5:00 – 8:00 pm**  
Location: Holiday Inn, South Burlington



*July Member Success Program Graduates.*

## Annual BNI Summer Picnic

Don't miss the annual BNI Summer Picnic! Bring your families, and your friendly dogs on leashes for a laid back, social networking opportunity. BNI Vermont will be supplying grilled burgers and dogs and plenty of bottled water. Bring a beverage of your choice (no glass containers) and a dish to share. Please REGISTER on the BNI Event Calendar so we can supply enough food & water!

*5<sup>th</sup> Annual* **BNI VERMONT**  
**Summer Picnic**  
**WEDNESDAY**  
*August 16, 2017*  
**4:30 – 9:00PM**

*bring your FAMILY & FRIENDLY DOGS on leashes*     *please bring A DISH TO SHARE & BYOB (no glass)*     **UPPER PAVILION OAKLEDGE PARK FLYNN AVENUE BURLINGTON**     **GRILLED BURGERS & DOGS provided**

Come enjoy a beautiful summer afternoon and meet BNI members from other chapters. FREE to attend! Parking \$6 for Burlington Residents, \$8 non-residents.

**TO REGISTER GO TO THE [BNIVERMONT.COM](http://BNIVERMONT.COM) EVENT CALENDAR**

The poster features a silhouette of a pavilion with people inside, set against a background of a sunset with wavy lines in shades of orange, yellow, and pink. At the bottom, there are silhouettes of people walking and playing.

## Calendar of Events

### AUGUST

- 8/16 **BNI Vermont Summer Picnic**  
4:30 – 9:00 pm, Fee: FREE
- 8/22 **BNI Connect Webinar: The Power of Connect**  
3:00 – 3:30 pm, Fee: FREE
- 8/22 **“What Do You Do?” Hone your Elevator Pitches and Presentations for Profit**  
3:00 – 5:00 pm, Fee: \$20.00 for Members,  
\$30.00 for Non-Members
- 8/23 **BNI Connect Webinar: Tracking Activity Only & Mobile**  
3:00 – 3:30 pm, Fee: FREE
- 8/24 **Member Success Program**  
1:00 – 4:00 pm, Fee: FREE for Members,  
\$30 for Non-Members
- 8/24 **BNI Connect Webinar: Expanding Your Network Through BNI Connect**  
3:00 – 3:30 pm, Fee: FREE
- 8/28 **Leadership Team Roundtable**  
2:00 – 5:00 pm, Fee: FREE
- 8/29 **Central VT BNI Event: “Grow Your Connections & Expand your Business”**  
6:00 – 8:00 pm, Fee: \$12 before August 22,  
\$15 after August 22

### SEPTEMBER

- 9/11 **Chapter Team Training (Mandatory for all members)**  
9:00 – 12:00 or 12:00 – 3:00, Fee: Free
- 9/12 **Chapter Team Training (Mandatory for all members)**  
9:00 – 12:00 or 12:00 – 3:00, Fee: Free
- 9/25 **Member Success Program**  
5:00 – 8:00 pm, Fee: FREE for Members,  
\$30 for Non-Members

[Register for Events](#)

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

Mollie Lannen

CW Print + Design, Queen City BNI

Elizabeth Davidson

Clear Connections Chiropractic, Queen City BNI

Julie Brown

Green Home Solutions of VT, LLC, Heart of Vermont BNI

Tim King

Timothy King Attorney at Law, Middlebury BNI

# 6 Months Perfect Attendance

**Dan Swider**

Branded On Demand, Champlain Valley BNI

**Elizabeth Davidson**

Clear Connections Chiropractic, Queen City BNI

**Chip Patullo**

Above-N-Beyond Energy, Champlain Valley BNI

**Robert Shea**

Rob Shea Carpentry, LLC, Integrity BNI

**Lisa Lord**

Lisa Lord Nutritional Therapy, Wealth Builders BNI

**Erik Kolomaznik**

CK Financial Resources, Shelburne BNI

**Jeff Teplitz**

Academy Mortgage Corporation, Prosperity BNI

**Curtis Gross**

Nutrimost VT, Shelburne BNI

**Mary Maloney**

State Farm, The Masters BNI

**Barb Dozetos**

Above the Fold Marketing, Champlain Valley BNI

**Rachelle Frost**

Rich Jones State Farm, Heart of Vermont BNI

**Tim King**

Timothy King Attorney at Law, Middlebury BNI

**Kristen Ginsburg**

Vermont Custom Fitness, Middlebury BNI

**Curt Wheeler**

Wheeler Property Management, Champlain Connections BNI

**Patrick Decelles**

DZ Security, Champlain Connections BNI

**Zach Whitcomb**

New England Electric, Integrity BNI

**Larry Hawley**

The Vermont Agency, Prosperity BNI

**Chris Morse**

Chrimorse.net Computer Service, Middlebury BNI

**Dave Leinaweaver**

D K Leinaweaver, CPA, PC, Middlebury BNI

**Russ Bibens**

RW Bibens Renovations, LLC, The Masters BNI

## New Members - July 2017

**Tim Bingham**

Capital Car Service VT, Heart of Vermont BNI

**Michael Bancroft**

Paige & Campbell, Inc., Middlebury BNI

## Renewed Members - July 2017

**John Clark**

The UPS Store, Champlain Connections BNI

**Patrick Decelles**

DZ Security, Champlain Connections BNI

**Michael Languasco**

Peoples United Bank, Champlain Valley BNI

**Holly Lemieux**

Holly K. Lemieux Esq. PLLC, Integrity BNI

**Amber Thibeault**

Ward and Babb, Wealth Builders BNI

# Important Links

[www.BNIVermont.com](http://www.BNIVermont.com)

[www.BNI.com](http://www.BNI.com)

## 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](#)



## BNI Vermont

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