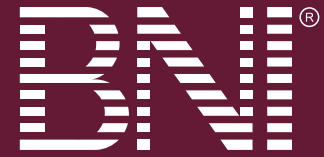


Givers Gain[®] Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

From Our Executive Director

Welcome to month two of 2017 - Vermont's notoriously snowy month! I hope that those of you who are 'snow bunnies' are getting a chance to make up for two years of poor snow accumulation, and everyone else is getting a chance to enjoy the white stuff in your own ways! Personally, my dog couldn't be happier - snow is his thing.

Meanwhile, there are some major events happening in the BNI Vermont office. You may not be aware of the fact that over the last 5 years we've been running BNI Vermont based on requests from you - and you've kept us very, very busy! 2017 is the start of a new direction, intending to create many more opportunities for you. At the close of 2016 we created the first BNI Vermont business plan, which focuses on many of the bigger requests you've had, such as a BNI Vermont podcast, regular state-wide mixers, and a series of focused training courses (such as Inviting Visitors, Power 1-2-1s, Networking Skills at Trade Shows/Chamber Mixers, etc). We've seen tremendous growth for BNI Vermont businesses in the last 5 years, and we're working to take it up another notch!

Another big ticket item coming up is the Membership Extravaganza, taking place from Monday, March 6 – Friday, May 29! Fliers were delivered to your chapter's Leadership Team earlier this month and you should already have one in hand. This year's Extravaganza isn't about the number of new members you sponsor, but is instead about the number of first time visitors you invite to your chapter between those dates! We still need 4 chapters to qualify in order to draw a winner, and we are looking forward to celebrating one, two or even three \$1,500 winners here in Vermont! You could be one of them!



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 BNI Chapters Forming.....	5
Member Success Program	5
2016 BNI International Convention.....	6

Member Recognition

Perfect Scores on the “Going For The Green” Report	7
Perfect Attendance	7
New and Renewing Members	8-9

Continuing Education



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

– Bob Burg

Monthly Networking Tip: BNI Policy #1: One Person Per Profession

We’ve all experienced the violation of BNI’s “One Person Per Profession” policy. It happens honestly and without negative intention, but it can and does create clashes within our chapters. Many of us have more than one source of income, but our Membership Committees accepted us for one clearly defined classification. Some of us have a tendency to skirt that policy because our chapter doesn’t have a member in “that profession”, because we want to be nice, and/or because our Membership Committee doesn’t hold us accountable. For example: imagine an applicant applying for a profession which one of our current members has been talking about on the side. Because we allowed our fellow member to talk about his/her other profession, this applicant now represents a financial imposition on that member’s potential to make more money. However, if our chapter had enforced Policy #1, this would never have been a problem. Another consequence is that we never invite certain professions because we know that one of our members does that on the side! This decision means tens, if not hundreds of thousands of dollars in potential referrals are lost because we didn’t invite that expert to our chapter! Talking about your second source of income can be very damaging to your fellow members. The true intention of this policy is to create a level playing field for all. This means that, when the policy is followed correctly, we only talk about the professional classification we were accepted for, and we hold to that in all areas of BNI including Weekly Meetings, Feature Presentations, 1-2-1s, Trainings, Mixers and Banquets.

- 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.

January 18: [Episode 490](#): Show Up. Make Money.

January 25: [Episode 491](#): 7 Strategies to Stay in Touch

February 1: [Episode 492](#): Chambers and BNI (Classic Podcast)

February 8: [Episode 493](#): What Makes a Great Networker

February 15: [Episode 494](#): Why Everyone Should Go to Leadership Training

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.

Master Following Up With New Connections

Submitted by Eden Creamer, Global Marketing Coordinator,
BNI Global Support Team

The Three-Step Follow-Up Formula

By Dr. Ivan Misner, BNI Founder and Chief Visionary Officer

What Makes a Strong Business Leader?

By Graham Weihmiller

Win a Trip to BNI's 2018 Global Convention in Bangkok

By BNI Staff

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.



Katherine Rendall
Commercial Bank Services
Merchants Bank
Integrity BNI
Essex Junction, VT



Mike McCarthy
Solar
Suncommon
Prestige BNI
St. Albans, VT



Dave Leinaweaver
Certified Public Accountant
D K Leinaweaver, CPA, PC
Middlebury BNI
Middlebury, VT



Brian Haas
Project Management
VIS Construction
Consultants
Champlain Valley BNI
South Burlington, VT



Brendan Walsh
Financial Advisor
Quantum Leap Capital
Shelburne BNI
Shelburne, VT

Quick Links

BNIVermont.com

BNI.com



Like us on
Facebook



Follow us on
Twitter



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

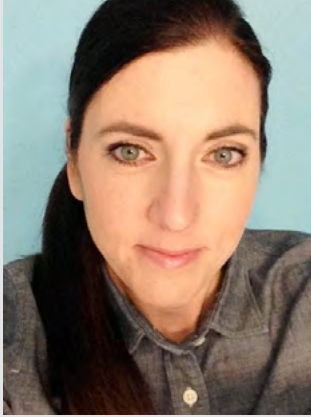
Prosperity BNI

Queen City BNI

The Masters BNI

Shelburne BNI

Wealth Builders BNI



Laura Cooper
BNI Ambassador

Member of
Queen City BNI
Wednesday

11:30 am – 1:00 pm

Main Street Landing Boardroom
Burlington, VT

Professional Classification
Professional Organizer
Streamline with Style

Chapter Roles Held
Mentor Coordinator and
BNI VT Ambassador (*current*)
Chapter Webmaster

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

[Click Here](#)

Confessions of a Recovering Glossophobic

by BNI Vermont Ambassador, Laura Cooper

Whenever I tell my fellow chapter members that I'm afraid of public speaking, they're surprised. They tell me they would never have known. How did they not notice my trembling hands or hear the shakiness in my voice during my 60-second presentation every week?

The greatest fear common to humans is the fear of public speaking. There's even a scientific name for it: *glossophobia*. Seventy-five percent of people have reported anxiety about public speaking, slightly above the fear of heights, which is in second place. Amazingly, dying is even further down the list.

When I attended my first BNI meeting, I was unaware that I'd have to stand when I spoke. I thought it would be a more informal networking situation. Everyone who went before me seemed so relaxed and confident, but I just wanted to get it over with and not sound like a flake. Since I want public speaking to become part of my business in the future, I figured the more opportunities to practice, the better, and thus, I took a giant leap of faith and filled out an application after the meeting.

The sixty second presentations were nerve-wracking enough. Then when I heard about the ten minute presentation to follow, I thought, "What the hell did I get myself into?!" As the weeks went by, I became more comfortable speaking in front of my chapter members. Still, I was semi-freaked out about giving my feature presentation.

I Googled "BNI Feature Presentation" and lo and behold, there was a link to a BNI Podcast: "*Episode 367: Doing Your Featured Presentation*". There, Ivan Misner shared that he too gets nervous speaking, even though he gives seventy-five to one hundred keynote speeches a year.

Here are some of Misner's tried and true suggestions for handling one's fear of public speaking:

- It's okay to be nervous
- Prepare as much as possible
- Get creative
- Let your passion show
- Tell stories

Somehow he neglected to mention the old stand-by: picture everybody naked! The top on this list that made the greatest impression on me was "get creative". I decided to make my first feature presentation an interactive game. So, after countless hours of preparation and armed with an array of props, I proceeded, full of excitement tinged with anxiety. All of my efforts paid off! The ten minutes (and two-minute Q & A) flew by! Not to pat myself on the back, but my first BNI feature presentation was a smashing success!

And then, throwing caution to the wind, I decided to become a BNI Ambassador, which involved even more presentations and, even worse, to people I didn't know. By the time you read this, I will have given my second feature presentation, which I am anxiously in the midst of preparing, and three Ambassador presentations. While I kinda dread speaking in public, I'm leaps and bounds more comfortable with it than I was before joining BNI, so I'm very thankful to this organization for challenging this recovering glossophobic and helping me to become less fearful and more confident public speaker.

Just FYI, here's a list of some renown people (including a philosopher, political leaders, and a billionaire) who have conquered their fear of public speaking: Aristotle, Abraham Lincoln, King George IV, Mahatma Gandhi, Mark Twain, Sigmund Freud, Sir Isaac Newton, Thomas Jefferson, Warren Buffet and Winston Churchill.

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, March 16, 5:00 – 8:00 pm
Location: Bevo
Roosevelt Highway, Colchester



January 2017 Member Success Program Graduates.



February 2017 Member Success Program Graduates.



Advanced Member Success Program Graduates.



Calendar of Events

February

- 2/24 **Chapter Launch:
Heart of Vermont BNI**
8:00 – 10:00 am, Fee: FREE
- 2/27 **BNI Connect Webinar:
Leadership Team Tools & Reports**
3:00 – 4:00 pm, Fee: FREE
- 2/28 **BNI Connect Webinar:
Chapter Goals for
Leadership Teams**
3:00 – 4:00 pm, Fee: FREE

March

- 3/9 **Shelburne BNI Visitors' Day**
8:30 – 10:00 am, Fee: FREE
- 3/16 **BNI Member Success Program**
5:00 – 8:00 pm, Fee: \$15 for
Members, \$30 for Non-Members

For any of the Events listed above

[Register Here](#)

BNI Updates

The 2016 BNI International Convention November 17 – 19, Garden Grove, California

This article is the last of three installments to share with you the various updates and projects that were shared with me at the 2016 BNI International Convention. There are many things coming down the pike for us here in Vermont, and we hope that as these opportunities arise, you will take advantage of them and see your business and the community that surrounds us prosper because of it!

BNI Headquarters is Growing!

BNI HQ, also known as “The BNI Global Support Team”, has undergone some really amazing changes in the last couple years! Not only relocating from its original home in southern California to Charlotte, North Carolina, but also bringing on some really outstanding players, which have truly changed the game for those of us (Executive Directors and Director Consultants) who work tirelessly for you and your fellow BNI members! We are excited to announce that starting this month the United States is welcoming a new National Director, Joe Ross! I have had the pleasure to meet and speak with Joe many times, and am incredibly enthusiastic to have him in our court! And our previous National Director, Elyse Wilson, isn't going anywhere! She has been promoted to President of the Americas (North and South America), which I'm sure we'll be learning about more as time passes. How does this affect my BNI membership? Immediately, this change does not affect your membership. However, you know as well as I do the power of a fully functioning team (think of your business; think of your BNI chapter), and as the BNI Global Support Team brings on more and more qualified and experienced professionals to put more opportunities into action on your behalf, you'll be sure to notice some very positive influences!

NEW New Member Packets are Coming!

Some years ago, while at an earlier BNI International Convention, I had the opportunity to see a BNI New Member Packet from Africa. It was beautiful! And my mind immediately started churning about what we could do here in the United States with our packets. Well, this topic is now HOT on the block with the BNI Global Support Team! They are working diligently with BNI regions throughout the United States and the world to gather perspective before making permanent and powerful changes to these! A formal date has not yet been announced for these new packets, but we are expecting this change to happen in 2017. And the changes we know are being discussed are: CD versus USB versus Online Download for the New Member Orientation audio file; update/remove the Member Policies Brochure; a box for everything to come in. If you've got ideas, email them to BNI Vermont Executive Director, Vickie Wacek at Vickie@BNIVermont.com!

Update to BNI's Core Values!

If you are a member of the BNI Vermont Team (an Ambassador, Director Consultant, Chapter Launch Director or Executive Director), you are already familiar with BNI's Core Values. But these may not be something the majority of our members are familiar with. We're excited to share with you two recent additions to BNI's Core Values! Givers Gain®, Building Relationships, Life-Long Learning, Traditions + Innovation, Positive Attitude, **Accountability & Recognition**.

Those of us who live and breathe BNI (beyond our own membership) know that these Core Values are a huge part of what makes BNI so powerful! The addition of **Accountability** and **Recognition** were no-brainers on our part because they represent concepts which we hold to and which create success for our members. Accountability is a trusting and reliable part of our BNI endeavor. It means that we are all treated equally and fairly, based on the actions of our chapter's Membership Committee. The art of Recognition is something we strive to do every single day for the amazing efforts that you put forth in this organization! A simple thank you, a ribbon recognizing milestone and prestigious roles, door prizes for bringing visitors and referrals to our fellow members, our annual BNI Awards Banquet; Recognition lives in many different vehicles, and that's the reason it's a Core Value of BNI! !

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

Elizabeth Davidson Clear Connections Chiropractic, Queen City BNI

6 Months Perfect Attendance

Sam Orfanidis Spectac Health Fitness and Performance, Prosperity BNI

Dan Swider Branded On Demand, Champlain Valley BNI

Jackie Budgor The Empowered Pantry, 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

Mollie Lannen CW Print + Design, Queen City BNI

Eric Noel Eric Noel Coaching, Wealth Builders BNI

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

Taya Elisabeth White Heron Healing, Queen City BNI

Sarah Clifford Aerus, Crossroads 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

Keri Lombardi-Poquette Paul Poquette Realty Group, Prestige BNI

Heather Demag Leibenguth O'Briens Salons, Prosperity BNI

Susan Gosselin WIZN-WBTZ-WJOY-Hall Communications, Inc.,
The Masters BNI



Congratulations to all Chapters in the Green January 2017

Your Chapter Could Be **HERE!**

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

New Members – January 2017



A Huge Welcome to Our Newest Members of Heart of Vermont BNI in Montpelier. Vermont's newest chapter is set to launch Friday, February 24!

- Aaron Guman** Walking Onion LLC, Heart of Vermont BNI
Austin Gray Gray Law PLLC, Heart of Vermont BNI
David Rubel Community National Bank, Heart of Vermont BNI
Gabriel Lajuenesse Edward Jones, Heart of Vermont BNI
Gwendolyn Hallsmith Headwaters Garden + Learning Center,
 Heart of Vermont BNI
Jacob Miller Jacob Miller Landscaping, Heart of Vermont BNI
Jeannemarie Schinhofen Katie's Jewels, Heart of Vermont BNI
Jennifer Etheridge Integrative Acupuncture, Heart of Vermont BNI
Jennifer McTigue Life Vantage, Heart of Vermont BNI
Jenny Dunham Dunham Brothers Painting, Inc., Heart of Vermont BNI
Jesse Harper Vermont Security, Heart of Vermont BNI
Johannes Otter Therapeutic Massage + Energy Healing,
 Heart of Vermont BNI
Karen Davis Abacus Bookkeeping & Accounting, Heart of Vermont BNI
Kent Gardner Buswell Gardner, Heart of Vermont BNI
Madelief Becherer Green Legacy Builders LLC, Heart of Vermont BNI
Rachelle Frost Rich Jones State Farm, Heart of Vermont BNI
Ray Morvan Movement Mortgage, Heart of Vermont BNI
Robin Freeman Law Office of Caroline S. Earle PLC, Heart of Vermont BNI
Sarah Gillen Sarah Gillen, LMFT, PCC, Heart of Vermont BNI
Sarah Lipton The Presence Point LLC, Heart of Vermont BNI
Sarah Spletzer Momentum, Heart of Vermont BNI
Shawn Shouldice McShane Capital Connections, LLC,
 Heart of Vermont BNI
Soren Pfeffer Central Vermont Real Estate, Heart of Vermont BNI
Tim Bingham Capital Cab and Car Service, Heart of Vermont BNI
Trevor Cote Capital Electric, Heart of Vermont BNI
Julie Brown Green Home Solutions of VT, LLC, Heart of Vermont BNI
Reuben Stone Stone & Browning Property Management,
 Heart of Vermont BNI
Don Hayes Rees & Hayes, Integrity BNI
Matty Beliveau Essex Hair and Body Salon, Queen City BNI
Evan Webster Evan Webster Ink, Shelburne BNI
Kristen Condit Preferred Properties, Wealth Builders BNI

Renewed Members – January 2017

Jane Evans Studio J Creative LLC, Champlain Connections BNI
Mary Catherine Jones Voice-Over Vermont, Champlain Connections BNI
Michelle Gray Gray Group Real Estate, Champlain Connections BNI
Rod Cain Rod Cain Massage Therapy, Champlain Connections BNI
James Hungerford Hungerford Construction, Prestige BNI
John Holzscheiter The Vermont Agency, Prestige BNI
Alice Lissarague Lissarague College Guidance, Shelburne BNI
Jeff Lawson Apiary Media, Shelburne BNI
Natanya Lara Natanya Lara Energy Healer, Shelburne BNI
Mark Chaffee Mortgage Financial Inc., The Masters BNI
Marc Wiener Marc E. Weiner Law Offices, PLLC, The Masters BNI
Monica Moore Puroclean, The Masters BNI
Susan Gosselin WIZN-WBTZ-WJOY-Hall Communications, Inc.,
The Masters BNI

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