



Givers Gain[®] Monthly

From Our Executive Director

Welcome to the month of sunshine, Vermont! July is full of gardens, mowing lawns, and rolling down the windows while we drive! Givers Gain opportunities abound as we network with family and friends nearly every weekend, so naturally, the number of referrals given and received jumps in every chapter because of this increased interaction.

In BNI, July is the month of Leadership Team transitions. Your incoming President, Vice President, and Secretary/Treasurer have been finalized for the 2017-18 term, and they're at work with your current Leadership Team to finalize all Supporting Leadership Team roles. The selection process is critical to the success of your business and chapter in the next 12 months. When you are offered a role, it is a reflection of your professionalism and reliability – it is an honor!

Your BNI Vermont Regional Office is busy this time of year updating manuals and reviewing the training with your trainers, all in preparation for your annual **Chapter Team Training** set for Monday and Tuesday, September 11th and 12th. This training is a required part of your annual participation in BNI and the cost of the training is now included in your annual Membership Dues. This year's General Session will be focused on Developing Your Leadership. Each and every one of you is a leader and helping you develop those skills is a key point in your successful future!

We have also upgraded Open Networking for this year's Chapter Team Training, so make sure to set aside time (10:30 am – 12:00 pm, or 1:00 – 2:30 pm) on either day for this opportunity to network with hundreds of other BNI members.



And lastly, don't forget to mark your calendars and register on BNI Vermont's website for our **Annual BNI Summer Picnic** in Burlington on **Wednesday, August 16th from 4:30pm to Dusk** ! We'll see you and your family there!

Happy networking BNI Vermont, and we'll see you in August and September!

Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Why BNI Leadership?

BNI Chapters are mainly self-sufficient, and BNI's role is to be the toolbox to be used in order to keep the chapter functioning fluidly and professionally. This is where and why Leadership plays such an incredibly vital role in the success of the chapter and your business! Selecting the right member with the right skills for each role can make-or-break your experiences in the next year. Most roles need someone who is detail oriented. Many roles need practiced and successful presentation skills. Every role needs someone who takes their role seriously and puts passion into it. Without attention to detail, or passion, the role and the chapter suffer. Don't forget the VPC Process (Visibility + Credibility = Profitability). A chapter President who runs their meetings enthusiastically and effectively will see an up-tick in referrals. A Mentor who prides themselves on the First-year Member Experience sees an increase in referrals. However, a member who puts little to no effort into their role takes the risk of that reflecting on their business, and may experience a drop in referrals. Your role in the chapter plays directly into the respect, trust, and enthusiasm that your members have for you and your company! When you pay attention to your impact on the chapter, your members see this and respond in turn with growing trust and enthusiasm for all you do! When you're looking for a way to build your business in BNI, taking on a role is a key piece to your success. And when you are honored with an invitation to a role in your chapter, jump on it, bring that role to life, and we'll see you at Chapter Training in September!

- 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.

- June 21: [**Episode 512:**](#) Transactional vs. Relational
- June 28: [**Episode 513:**](#) Creating a Great Chapter Culture
- July 5: [**Episode 514:**](#) How to Break Through the 20-Member Barrier
- July 12: [**Episode 515:**](#) Routines for Highly Successful Business People

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.

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.

[7 Ways to Conquer Your Fears of Public Speaking](#)

By Eden Creamer-Hurdle

[Want a Lot More Referrals?](#)

[Form a Team That Shows Up to Play](#)

By Ivan Misner, Ph.D, BNI Founder

[BNI Core Values Video Contest Winners Announced!](#)

By BNI Staff

[But Do You Really Want Balance Right Now?](#)

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 and update your User Profile in full*, including your head-shot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.



James Cohen

Life, Disability, Long Term Care Insurance

Hadley Financial Group

Champlain Connections BNI

Burlington, VT



Jackie Budgor

Health and Wellness Coach

The Empowered Pantry

Champlain Valley BNI

South Burlington, VT



Lisa Hallstrom

Excavation

Hallstrom Excavating

Crossroads BNI

Berlin, VT



Soren Pfeffer

Residential Real Estate

Central Vermont Real Estate

Heart of Vermont BNI

Montpelier, VT



Towanda Geary
BNI Vermont Ambassador

I Used to be Good, Until I Joined BNI!

*By Towanda Geary,
BNI Ambassador*

I remember the good old days! I would take my time getting up in the morning, lazily have my breakfast, maybe fit in a workout, and then head into work, taking in the scenery. Upon arrival, I would take my time “opening” up the place. I was able to do so because I never started before 9! For lunch I would just go wherever to grab something to eat and maybe do a little socializing and “networking.” Having my assistant taking care of things helped free my time to “network.” How funny this all sounds to me now!

The day would start and end the same way. All the time. No surprises. I made okay money. Nothing to dance about, but also nothing to cry about. As I went about my days, I knew that there was something missing, but could not put my finger on it. At times it felt like I could do more to improve on the success of my business, but was not sure how to proceed. And then, one day, someone told me about BNI.

My first impression of BNI was not a positive one. I kept wondering why people would choose to be a part of a business group where they seem to have so much work to do just to keep the group going. I felt I had enough on my plate with my own business. Why waste my time running someone else's?

When I finally joined a BNI chapter, I felt a connection with my fellow members. People seemed to be genuinely interested in what I do and it was refreshing to be involved with other business owners. Within two weeks, I realized the requirements of membership were not an imposition. It all made sense to me quickly and the importance of keeping my eyes on long term goals was emphasized. I was signing up for the long haul and never regretted it. I now get up in the morning and get going about my work. Done are the days of prioritizing everything but my business. I find excitement at my growing knowledge and success. I get to work and open promptly by 8 am and now have 4 employees! My business has grown so much that I have started a second business that adds to what I do, bringing even more revenue. Today my networking is a lot more successful and productive with BNI than it ever was at lunch time!

The reasons for no regrets in joining BNI are simple. Through meeting so many different people with such a wide range of knowledge, I have learned that I did not know what I was going all this time. The intricacies of business in all its facets are now part of my everyday dealings for my success. If and when I do not know something, BNI with all its benefits always provides the information I need. I now go through my day with confidence that I can and am doing the right things to increase the potential for my success to its utmost outcomes.

It's simple. You either go at it alone and become a one man show in the hopes of becoming successful without having enough knowledge, or you take the lead and surround yourself with the people that you know will help bring you wealth and success. I used to be good at managing my business until I joined BNI. Now I am great!

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



Prosperity BNI 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!**

5th 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
EVENT CALENDAR**



We Need Your Opinion

Dear BNI members,

It's an exciting time for BNI and for you as members, as we continue to seek ways to add value to your BNI membership. To do so, we want to get to know you better – including your challenges and opportunities as business leaders. We ask that you please take 2 minutes to answer this very short survey.

This survey has been shared with BNI members around the world, to shed light on the current business sentiment globally.

As always, thanks for your candid feedback. We greatly appreciate it!

Regards,
BNI Global Support Team

[Take the Survey](#)

Calendar of Events

JULY

- 7/19** BNI Webinar - Step 2: Giving & Tracking Referrals Online
3:00 – 3:30 pm, Fee: Free
- 7/20** **NEW** BNI Webinar - BNI Connect Mobile App Basics and More
3:00 – 3:30 pm, Fee: Free
- 7/25** BNI Webinar - Step 3: Connecting with Other Members
3:00 – 3:30 pm, Fee: Free
- 7/26** BNI Webinar - Step 4: Member Tools and Reports
3:00 – 3:30 pm, Fee: Free
- 7/27** BNI Webinar - Step 5: Inviting and Registering Visitors
3:00 – 3:30 pm, Fee: Free

AUGUST

- 8/1** BNI Connect Webinar - Leadership Team Tools & Reports
3:00 – 3:30 pm, Fee: Free
- 8/2** BNI Connect Webinar - Chapter Goals for Leadership Teams
3:00 – 3:30 pm, Fee: Free
- 8/9** BNI Connect Webinar - BNI Connect: Chapter Web Pages
3:00 – 3:30 pm, Fee: Free
- 8/16** BNI Vermont Summer Picnic
4:30 – 9:00 pm, Fee: Free

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

[Register for Events](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Mollie Lannen

CW Print + Design, Queen City BNI

Patrick Decelles

DZ Security, Champlain Connections BNI

Julie Brown

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

Tim King

Timothy King Attorney at Law, Middlebury BNI

Barb Dozetos

Above the Fold Marketing, Champlain Valley BNI

6 Months Perfect Attendance

Dan Swider

Branded On Demand, Champlain Valley BNI

Elizabeth Davidson

Clear Connections Chiropractic, Queen City 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

Lisa Lord

Lisa Lord Nutritional Therapy, Wealth Builders BNI

Erik Kolomaznik

CK Financial Resources, Shelburne BNI

Bruce Blokland

PayData, The Masters BNI

David Beckett

Chenette Real Estate, Champlain Valley BNI

Steve Matteucci

Physician's Revenue Management Inc., Integrity 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

Robin Freeman

Law Office of Caroline S. Earle PLC, Heart of Vermont BNI

Reuben Stone

Stone & Browning Property Management, Heart of Vermont BNI

Rachelle Frost

Rich Jones State Farm, Heart of Vermont BNI

Jesse Harper

Vermont Security, Heart of Vermont BNI

Tim King

Timothy King Attorney at Law, Middlebury BNI

Kristen Ginsburg

Vermont Custom Fitness, Middlebury BNI

Member Recognition

6 Months Perfect Attendance

Chris Morse

Chrismorse.net Computer Service, Middlebury BNI

Dave Leinaweaver

D K Leinaweaver, CPA, PC, Middlebury BNI

Roger Schmidt

Rogers Relaxing Massage Therapy LLC, Middlebury BNI

Russ Bibens

RW Bibens Renovations, LLC, The Masters BNI

Congratulations to all Chapters in the Green June 2017

Heart of Vermont BNI

Montpelier, VT

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

New Members - June 2017

Anita Hoy

Fluidly Moving Body Works, Crossroads BNI

David Wilson

RidgeRunner Building & Remodeling, Prestige BNI

Josh Carpentier

Able Paint, Glass, and Flooring, The Masters BNI

Renewed Members - June 2017

Erin Hyer

Hyer Learning & Diagnostics, Champlain Connections BNI

Jamielynn Gaboriault

Gaboriault & Sons Property Management,
Champlain Connections BNI

Jared Miller

Yellow Dog Contracting, Champlain Connections BNI

Tilyr Dunklow

Summit Chiropractic Center, Champlain Connections BNI

Justin Brande

Vermont Custom Chiropractic, Integrity BNI

Alice Lissarrague

Lissarrague College Guidance, Shelburne BNI

Brendan Walsh

Quantum Leap Capital, Shelburne BNI

Curtis Gross

Nutrimost VT, Shelburne BNI

Susan Mason

Herstudio, Shelburne BNI

Austin Casey

Stanley Steemer, The Masters BNI

Important Links

www.BNIVermont.com

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](#)



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Find us on the Web:

www.BNIVermont.com



Changing the Way the World Does Business®