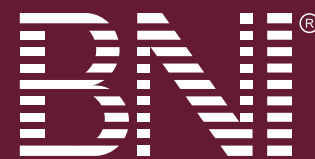


Givers Gain[®] Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

From Our Executive Director

If March comes in like a lion, it will go out like a lamb.” We’ve all heard the saying, but 2017 doesn’t seem to be living up to it. The warm weather is a welcome reprieve from winter’s winds and snow and has many of us thinking of those summer days and the transitions that come with it!

Your BNI Vermont Team is hard at work pursuing some opportunities that will give you more tools to use in your membership! To start, you might have heard about the changes coming with the Member Success Program. Our goal is to get you to attend one MSP every year so that you set annual goals for your membership and see the progression in your success from year-to-year. With that said, we’ve brought on a new three-person team to teach this course throughout the year, including Rod Cain, Director Consultant and member of Champlain Connections BNI in Burlington; Justin Brande, Director Consultant and member of Integrity BNI in Essex Junction; and myself, Vickie Wacek, Executive Director and BNI member alumni. Next, we’re working to bring the Member Success Program to your BNI chapter! We and your Leadership Team are working together to coordinate this. If you want your own chapter MSP, be sure to tell your Leadership Team ASAP!

Starting June 1st, all MSP costs will be included in your membership dues!

Next, we’re gearing up BIG TIME for the 4th Annual BNI Vermont Awards Banquet! This event has gotten larger and larger every year! Coming together with your closest business partners to enjoy good food, dancing and celebrating ourselves and our biggest Givers in Vermont! Tickets will be going on sale in your chapter in late March.

Have an amazing month, and 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 BNI Chapters Forming.	5
Member Success Program	5

Member Recognition

Perfect Scores on the “Going For The Green” Report	6
Perfect Attendance	6
New and Renewing Members	7

Continuing Education

Monthly Networking Tip: The “BNI Discount”

Have you ever heard the term the “BNI Discount”? If not, may this Networking Tip be the only time you do. If you have, I hope today’s tip encourages you to remove it from your business. The “BNI Discount” is a term used by some of our Vermont members to say that they give a special discount on their products and services to fellow BNI members. This is a means to show one another their appreciation, and a tool to encourage members to do business with them. It’s a concept that comes from a very wonderful place in our members’ hearts. However, I would like to encourage us here in Vermont to stop the BNI Discount for the following reasons. **Number one:** We all got into BNI to build our businesses financially - not to devalue our products and services. The BNI Discount inadvertently devalues a member’s services, and we would rather your rates go UP because of your skill and expertise as shown through your BNI membership! **Number two:** You don’t have to put a discount on your products/services to encourage us to support you! When you truly practice the Givers Gain mentality and put others before yourself, we will gladly and enthusiastically support you and your business! **Number three:** If you want to show your appreciation to us for building your business, instead of dropping your prices, why don’t you spend your energy getting us a referral or giving us ideas and insight to build ourselves professionally and personally? When this topic hits home, and your members decide to withdraw their BNI Discount, encourage them, and thank them! We are all worthy of the prices that we charge!

- Vickie Wacek, Executive Director, BNI Vermont

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

– Bob Burg

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.

February 22: [Episode 495: Politics, Religion and BNI](#)

March 1: [Episode 496: Five Things I Learned from BNI \(Classic Podcast\)](#)

March 8: [Episode 497: Know Your Verb, Get Better Results](#)

March 15: [Episode 498: W](#)

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.

Confessions of a Recovering Glossophobic

Submitted by Laura Cooper, Streamline with Style,
Queen City BNI, BNI Vermont

7 Ways to Be a Better Networker

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

Let Gratitude Grow Your Business

By Eden Creamer-Hurdle

4 Strategies to Supercharge Your Team

By Graham Weihmiller

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.



Jeff Teplitz
Mortgages
Academy Mortgage Corporation
Prosperity BNI
Williston, VT



Julie Brown
Mold Inspection - Removal
Green Home Solutions of VT, LLC
Heart of Vermont BNI
Montpelier, VT



Caroline Earle
Employment/Labor Attorney
Law Office of Caroline S. Earle, PLC
Crossroads BNI
Berlin, 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



Roger Schmidt
BNI Ambassador

Member of
Middlebury BNI
Monday

8:00 – 9:30 am

Middlebury Recreation Center
Middlebury, VT

Professional Classification

Massage Therapist

Rogers Relaxing

Massage Therapy LLC

Chapter Roles Held

Membership Committee and
BNI VT Ambassador (*current*)

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

[Click Here](#)

One to Ones: The Math of Growing Your Business

by BNI Vermont Ambassador, Roger Schmidt

Are there a *correct* number of 121's per week to find success in BNI? I'm sure we all have our own opinions and perspectives about the answer to this question, and allow me to share with you mine. My experiences with 121's have been great! 50% of new member/first time 121's have led to booked appointments with me within one week of the 121. Another 15% of new member/first time 121's have booked an appointment with me within three weeks. (Would anyone reading this article like to set up a one to one?) This makes sense because a 121 allows another person to learn the details of what my services are and how it can help them personally.

BNI suggests at least one 121 per week. And in order to simply maintain your relationship with each member, BNI suggests a 121 with every person at least once every 6 months. For me, belonging to a chapter of 20 members, it would take me 20 weeks to have a 121 with every member. However, if I want to grow my relationships, not just maintain them, this means that more 121's are in order.

For those of you who have taken the Advanced Member Success Program, this is a refresher. For those who haven't, allow me to show you the three types of referral GIVERS in your chapter. An **Advocator** is a member who passes referrals as the opportunity comes along. A **Promoter** listens for key words that lead to a referral for another. A **Creator** actively engages the person they are talking with to find an opportunity out of thin air on behalf of another member.

Advocator	~90% of chapter	121 recommended at least twice a year
Promoter	~8% of chapter	121 recommended every 2 - 4 months
Creator	~2% of chapter at most	121 recommended every 30 - 45 days

Encouraging your fellow members to become Advocators of your business is a big step in growing your business. Encouraging members to become Promoters is an even better way of growing your business, and you do this through regular 121s.

For a 20 member chapter such as my own, and based on the percentages of Referral Givers in my chapter, the number of 121's I should have would break down as follows:

Advocator	18 members	x (1) 121 x 2	per year =	36.0 121s per year
Promoter	1.6 members	x (1) 121 x 4	per year =	6.4 121s per year
Creator	0.4 members	x (1) 121 x 12	per year =	4.8 121s per year
				Total 121s per year = 47.2 (real number = 48)

And imagine this perspective for larger chapters, or for folks like me who have cross-chapter 121s! The power of relationships grows exponentially through the number of 121s you have! I encourage you to plug your own chapter numbers into the equation. In my situation, I'm barely having one 121 a week if I stick to the math above. But what would happen if we doubled the number of 121's per week to 2?

For a 20 member chapter such as my own, the number of 121's I should have would break down as follows:

Advocator	18 members	x (1) 121 x 4	per year =	72.0 121s per year
Promoter	1.6 members	x (1) 121 x 8	per year =	12.8 121s per year
Creator	0.4 members	x (1) 121 x 24	per year =	9.6 121s per year
				Total 121s per year = 94.4 (real number = 95)

Now this means you are meeting with 90% of your chapter once per quarter (Advocators), and you open the opportunity to encourage these amazing people to become Promoter-Referral Givers! And with more Promoters in your chapter, the possibility of growing your business increases exponentially. So, how are you growing your business?

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

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 will be going on sale in late March for your chapter and 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

March

- 3/16 BNI Member Success Program**
5:00 – 8:00 pm, Fee: \$15 for Members, \$30 for Non-Members
- 3/16 BNI Connect Webinar - Step 4: Member Tools & Reports**
3:00 – 3:30 pm, Fee: Free
- 3/27 BNI Connect Webinar - Step 5: Inviting and Registering Visitors**
3:00 – 3:30 pm, Fee: Free
- 3/28 BNI Connect Webinar - Leadership Team Tools & Reports**
3:00 – 3:30 pm, Fee: Free
- 3/29 BNI Connect Webinar - Chapter Goals for Leadership Teams**
3:00 – 3:30 pm, Fee: Free
- 3/30 BNI Connect Webinar - Online Renewals in BNI Connect**
3:00 – 3:30 pm, Fee: Free

April

- 4/3 Middlebury BNI Visitors' Day**
8:00 – 10:00 am, Fee: Free
- 4/4 BNI Connect Webinar - Leadership Team Tools & Reports**
3:00 – 3:30 pm, Fee: Free
- 4/5 BNI Connect Webinar - Chapter Goals for Leadership Teams**
3:00 – 3:30 pm, Fee: Free
- 4/6 Shelburne BNI Visitors' Day**
8:30 – 10:30 am, Fee: Free
- 4/6 BNI Connect Webinar - Online Renewals in BNI Connect**
3:00-3:30 pm, Fee: Free

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

Gwendolyn Hallsmith Headwaters Garden + Learning Center,
Heart of Vermont BNI

Gabriel Lajuennesse Edward Jones, Heart of Vermont BNI

Sarah Lipton The Presence Point LLC, Heart of Vermont BNI

Madelief Becherer Green Legacy Builders, Heart of Vermont BNI

6 Months Perfect Attendance

Sam Orfanidis Spectac Health Fitness and Performance, Prosperity BNI

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

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

Jessica Hall Inspire Physical Therapy, Champlain Connections BNI

Beth Anne McFadden McFadden Academy of Irish Dance,
Champlain Connections BNI

Darlene LeClair Nerium International, Champlain Valley BNI

Michael Hughart Winooski Insurance, Integrity BNI

Kevin O'Hara Liberty Mutual, Integrity BNI

Travis Elliot Dr. Travis J. Elliot, Shelburne BNI

David Garbose Mount Philo Inn, Shelburne BNI

Robert Diaco Singarama, Wealth Builders BNI

Lisa Lord Lisa Lord Nutritional Therapy, Wealth Builders BNI

Congratulations to all Chapters in the Green February 2017

Your Chapter Could Be HERE!

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

New Members – February 2017

David Weigel Paul, Frank & Collins, Champlain Valley BNI
Joe Matteucci Physician's Revenue Management, Champlain Valley BNI
Bill Frascino National Business Equipment, The Masters BNI
Tara Flor Living Well Spinal Care, The Masters BNI
DeAnna Belivaqua Body Therapy LLC, Wealth Builders BNI
Katie Waterman Kyocera Document Solutions, Wealth Builders BNI

Renewed Members – February 2017

Angela Zaikowski Bennett & Zaikowski P.C., Champlain Connections BNI
David Angus The Angus Firm PLC, Champlain Connections BNI
Jay Vallieres Movement Mortgage, Champlain Connections BNI
Jeff Dickson Dickson Law Office PLLC, Champlain Connections BNI
Chip Patullo Above-N-Beyond Energy, Champlain Valley BNI
Darlene LeClair Nerium International, Champlain Valley BNI
Jackie Budgor The Empowered Pantry, Champlain Valley BNI
John Cooney Paychex Inc., Champlain Valley BNI
Caroline Earle Law Office of Caroline S. Earle, PLC, Crossroads BNI
Kevin O'Hara Liberty Mutual, Integrity BNI
Nick Daley Stark Law, PLLC, Shelburne BNI
Michael Bombardier Budget Blinds of Colchester, The Masters BNI
Matt Rushford Rushford Family Chiropractic, Wealth Builders BNI

BNI Vermont

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www.BNIVermont.com

