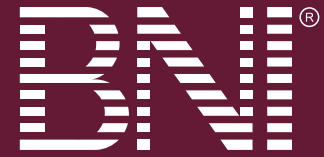


# Givers Gain<sup>®</sup> Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

## From Our Executive Director

When considering the month of May in Vermont (our notorious “Mud Season” with warm days and occasional flurries), the weather appropriately reflects what many business professionals are experiencing – seasonal business transition. We can be distracted by thoughts of active summer months filled with family and personal events, while our business minds are attuned to the influx of business that occurs when the days are warm and long.

With the completion of BNI Vermont’s most highly attended Awards Banquet in history, we here in the Regional Office are turning our attentions to **Chapter Training on Monday and Tuesday, September 11<sup>th</sup> and 12<sup>th</sup>**. These two annual events, the Banquet and Chapter Training, make up a large portion of the efforts put forth in event planning from the Regional Office each year. It takes hundreds of man-hours to host these successful events, and they both pose their other unique challenges and opportunities.

Chapter Training is even more highly attended than the Banquet, and that is due to the fact that **Chapter Training is a required part of each member’s BNI involvement**. This annual training offers an opportunity to grow and learn – following one of BNI’s Core Values, Lifelong Learning. When attend, to learn, and to network with your fellow members, we see growth and prosperity take a step up every year in BNI Vermont! So, have you put Chapter Training on your calendar? The training is **FREE** as part of your BNI Membership Dues for the first time!

Congratulations to our 53 Award Winners at this year’s BNI Vermont Awards Banquet! Next year’s banquet is tentatively set for Thursday, May 3, 2018, so mark your calendars today, and Happy Networking!



**Vickie Wacek**  
BNI Vermont Executive Director

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## Continuing Education

### Monthly Networking Tip: The Failed 1-Year BNI Membership

Recently while attending a local expo, a new BNI member commented to me about the learning curve in BNI, and that membership takes a lot of time. I commented on how long it's taken me to become an accomplished opera singer (I started that back in 2001, and I'm still working diligently at it). The new BNI member immediately picked up on what I was saying – nothing you want comes easily. If you want to succeed, it's going to take time, attention, funds, mental flexibility, and the willingness to fail, stumble, and fall until you succeed. Luckily for us in BNI, a successful membership doesn't take a lot of money, and it doesn't take failing countless times to find that success. But it does take time; it does take your attention; it definitely takes your mental flexibility; and lastly – it takes asking for support if you find yourself struggling. This brings me to today's topic – The Failed 1-Year BNI Membership. A couple of years ago a BNI member said: "You're front loading BNI if you stay only 1 year: doing all the work and reaping none of the benefits". How true that has proven to be! How many times have we seen professionals come and go from our chapters in their first 12 months of membership, saying that BNI doesn't work? Yet they never took the opportunity to ask for support, to give you and your members necessary attention, or they weren't willing to spend the time. A one year BNI membership is a complete waste of time and money. Like most things in life, success doesn't happen in one year – it takes your diligence!

- 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.

April 19: [Episode 503: Making People Feel Welcome in BNI](#)

April 26: [Episode 504: Small Actions, Big Results \(Classic Podcast\)](#)

May 3: [Episode 505: 5 Points for a Great Visitors Day](#)

May 10: [Episode 506: The Referral That Keeps on Giving](#)

### 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.

*Give yourself some credit!*

Each podcast you listen to counts as one Continuing Education Unit (CEU). Remember to enter your CEUs on [BNICconnect.com](http://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](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.

### Politics and Religion in BNI

By Ivan Misner, Ph.D

### Cross Kilimanjaro Off Your Bucket List and Support Charity with BNI

By BNI Staff

### Top Tips to Foster Innovation in The Workplace

By Graham Weihmiller

### Daily Disciplines to Create Momentum in Your Business

By Eden Creamer-Hurdle

## 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.



**Jacob Miller**  
*Hardscapes*  
**Jacob Miller Landscaping**  
Heart of Vermont BNI  
Montpelier, VT



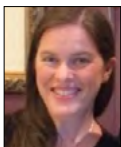
**Brian Bonk**  
*Automotive Sales*  
**Champlain Chevrolet**  
Prestige BNI  
St. Albans, VT



**Louise Kowalewitz**  
*Mortgages*  
**Union Bank Loan Center**  
Integrity BNI  
Essex Junction, VT



**Jamie Kearney**  
*Life Coach*  
**Anima Mundi Coaching**  
Prosperity BNI  
Williston, VT



**Kristen Ginsburg**  
*Personal Trainer*  
**Vermont Custom Fitness**  
Middlebury BNI  
Middlebury, VT

## Quick Links

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

[BNI.com](http://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





**Michelle Gray**  
BNI Ambassador

**Member of**  
**Champlain Connections BNI**  
**Friday**  
**7:30 – 9:00 am**  
Main Street Landing  
Burlington, VT

**Professional Classification**  
Real Estate Agent  
**The Gray Group at**  
**Coldwell Banker**  
**Hickok and Boardman**

**Chapter Roles Held**  
Ambassador and Visitor Host (*current*)  
Secretary Treasurer  
Vice President

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

[Click Here](#)

## Visitors in BNI

by BNI Ambassador, Michelle Gray

### Welcome to BNI!

What is the BNI Experience for Visitors to your chapter? Is it memorable? Is it welcoming?

Any time I am asked to attend an event where I may not know someone, there is a certain amount of anxiety. Will I run into somebody that I know, so I won't be standing by myself? It is important for every chapter and every member to reach out to our guests. Warmly welcome them to your meeting. Ask them if a specific member invited them. Introduce them to a fellow member who works in their contact sphere so they might see the potential of business referrals.

I've been invited to different social or business functions where I've not known any of the folks in attendance and there is a certain amount of anxiety when that occurs. Let's make sure that every member, whether they are a visitor host or not, welcomes our visitors and interacts with them so they are not left alone. Remember, the first part of our meeting is Open Networking.

While chatting with them ask them how they heard about BNI? Have they attended other meetings? If so, what did they like about the meeting

When I invite folks to my home for dinner or to socialize, I make sure that my home is welcoming and inviting for my guests. We only get one opportunity for a first impression in most cases, so we need to make it our best. Are the Visitor Hosts in place with the welcome table set up? Pre-register your guests so they receive the welcome email prior to your meeting.

We all work hard to invite new visitors to our chapters and we want to make every effort to provide the best experience for the visitor.

Have we prepared the visitor for the meeting?

- Explain the timing and agenda of the meeting;
- Ask them to bring business cards;
- Let them know that they will be given the opportunity to introduce themselves and their business if they do not conflict with a member;
- Where should they park;
- Where is the meeting space.

The objective of BNI is to help each other grow our businesses.

VISITORS can provide the following:

- Business for the members;
- Potential new members for the chapter which provides additional opportunities;
- They also can promote our network to other non-members to broaden our reach.

The next time a visitor comes to your chapter, warmly greet them and make them feel at home. Be genuine in your conversations and provide them a great experience. Even if we are not assigned the specific role of Visitor Host, we are all Visitor Hosts.

## 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!

**Friday, June 19, 5:00 – 8:00 pm**  
**Location: Bevo**  
Roosevelt Highway, Colchester



*Middlebury Chapter MSP Graduates.*

## Awards Banquet

If you missed out on the Awards Banquet this year, check out our introduction video featuring some folks you may recognize!



## Calendar of Events

### May

- 5/1 BNI Vermont Leadership Team Roundtable**  
2:00 – 5:00 pm, Fee: Free
- 5/24 Milton BNI Interest Meeting**  
8:30 – 10:00 am, Fee: FREE
- 5/26 Advanced Member Success Program**  
8:00 am – 5:00 pm, Fee: \$125
- 5/30 BNI Connect Webinar: Online Renewals in BNI Connect**  
3:00 – 3:30 pm, Fee: FREE
- 5/31 BNI Connect Webinar: Chapter Web Pages**  
3:00 – 3:30 pm, Fee: FREE

### June

- 6/19 Member Success Program**  
5:00 – 8:00 pm, Fee: Free for Members, \$30 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  
**Tim Monty** Professional Financial Associates, Integrity BNI  
**Jay Cummings** Peoples Trust Company, Prestige BNI  
**Jackie DesLauriers** Office Environments, Prestige 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  
**Kevin O'Hara** Liberty Mutual, Integrity 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  
**Bruce Blokland** PayData, The Masters BNI  
**Nicholas Martin** Burlington Telecom, Champlain Connections BNI  
**David Beckett** Chenette Real Estate, Champlain Valley BNI  
**Steve Matteucci** Physician's Revenue Management Inc., Integrity BNI  
**Alan Kinney** Kinney Insurance Agency, Prestige BNI  
**Jeff Teplitz** Academy Mortgage Corporation, Prosperity BNI  
**Curtis Gross** Nutrimost VT, Shelburne BNI  
**Rick Gomez** RVG Electrical Services LLC, Wealth Builders BNI

**Congratulations to all Chapters in the Green  
April 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 – April 2017

[Hillary Laplante](#) Laplante's Plumbing & Heating LLC,  
Champlain Valley BNI

[Bob Boucher](#) Dependable Service, Middlebury BNI

[Gerry Plouffe](#) Plouffe's Boiler & Mechanical Inc., Middlebury BNI

[Jesse Bilodeau](#) Basin Reclaimed LLC, Middlebury BNI

[Thomas Johnston](#) Trees Incorporated, Middlebury BNI

[Ben Raphael](#) Wooden Hammer LLC, Shelburne BNI

[Morgan Denton](#) Ferrisburgh Bake Shop & Deli, Inc., Shelburne BNI

[Seth Gifford](#) Gifford Constructing, Shelburne BNI

[Chris Swasey](#) Lewis Creek Company, The Masters BNI

[Jennifer Jay](#) PeopleReady, The Masters BNI

## Renewed Members – April 2017

[Corey Hevrin](#) The Vermont Agency, Champlain Connections BNI

[Nicholas Martin](#) Burlington Telecom, Champlain Connections BNI

[Robert Shea](#) Rob Shea Carpentry LLC, Integrity BNI

[Chris Morse](#) Chrismorse.net. Middlebury BNI

[Dutton Smith](#) Homesmith Services, LLC, Middlebury BNI

[Kristen Ginsburg](#) Vermont Custom Fitness, Middlebury BNI

[Mike Quinlan](#) Clover Ridge Media, Middlebury BNI

[Roger Schmidt](#) Rogers Relaxing Massage Therapy, LLC, Middlebury BNI

[Russ Marsan](#) Carpenter Costin, Middlebury BNI

[Traci Cherrier](#) Traci Cherrier Mediation, Middlebury BNI

[Elizabeth Davidson](#) Clear Connection Chiropractic, Queen City BNI

[Heather Belanger](#) A. White & Son, Queen City BNI

[Laura Cooper](#) Streamline With Style, LLC, Queen City BNI

[Holly Spence](#) Cornerstone Physical Therapy, Prosperity BNI

[Marc Leone](#) Sterling Furniture Works, Prosperity BNI

[David Palmer](#) Palmer Insurance Agency, The Masters BNI

## BNI Vermont

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Find us on the Web:  
[www.BNIVermont.com](http://www.BNIVermont.com)

