



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

It took a bit longer this year, but fall is fully upon us. The trees are bare, the clocks are rolled back, and we are gearing up for the cold months and holidays. However, this doesn't mean we're slowing down here at BNI Vermont! As long as your business is involved, we're in full gear working hard!

We find that around this time of year you turn your attention to family and friends for the holidays. This gives us time to work on our 2018 plans which includes putting together the BNI Vermont 2018 Business Plan, finalizing the 2018 Member Success Programs, working to put together BNI Member Mixers to promote more cross-chapter networking, and finding all of the amazing guest trainers we're bringing in as part of The Business Experience Series. For you, our hard work means more opportunities to have BNI support you in the ways that most appeal to you!

BNI Vermont Leadership Teams just finished their first of four Round Table meetings earlier this month! The purpose of these Round Table meetings is to share ideas among the Presidents, Vice Presidents, and Secretary/Treasurers, and create a means of communication and transparency from BNI, through your Leadership Teams, to you. There is a lot of insight and wisdom gleaned from being in a Leadership role in your chapter, and we encourage you to take a moment to recognize the efforts of your Leadership Teams on behalf of you and your business!

I just returned from the 2017 BNI International Convention, and look forward to sharing the take-aways and announcements with you through this newsletter in the coming months.

Stay tuned and I'm sure you'll be excited to hear what BNI Global is bringing to our state of Vermont!

Stay warm, have wonderful Thanksgiving celebrations, and Happy Networking!



**Vickie Wacek**

BNI Vermont Executive Director

## Monthly Networking Tip: BNI is Your In-Person “Angie’s List”

While at a local networking event, preparing to give a short introduction to a room full of people, I had a revelation. I wasn’t presenting to a room full of potential BNI members per most of my group presentations; instead, I was presenting to a room full of people who might use their local BNI chapter for their products and services! This insight led me to a revelation about BNI in context to the greater community... your BNI chapter is like a **live, in-person “Angie’s List.”** Many of us are eager to talk with other professionals about the benefits of getting accepted into a chapter membership. We sometimes miss out on excellent referral opportunities by not drawing attention to the professionals we have in our chapter. I have found incredible enthusiasm from professionals throughout Vermont when I have referred to BNI chapters as “your local, in-person ‘Angie’s List’” and explained that the local chapters have a reliable vetting process to make sure we get great professionals, and a system to make sure that everyone involved continues to be professional and reliable. I then point them in the direction of BNIVermont.com and encourage them to use BNI when they then need services from fixing their house and marketing their business, to raising their family and keeping themselves healthy. Keeping money local makes a huge impact on the economy. Every dollar spent in a community is said to recycle 7 times. So imagine what we could do by drawing attention to the power of our local communities using our chapters not just for membership to grow their own businesses, but as a reliable source of products and services for years to come.

- 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 on Word-of-Mouth Networking.

October 18: **Episode 529:** Culture Eats Strategy for Breakfast (Classic Podcast)

October 25: **Episode 530:** Networking Up

November 1: **Episode 531:** Why Is Positivity Important to Networking?

November 8: **Episode 532:** Why You Might Not Be Getting Referrals

### **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.

### Diversity and Networking

By Ivan Misner, Ph.D, BNI Founder

### What is the Point of Visitors

By BNI Staff

### The Future of Business... and of 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.



**Matt Horne**

*Physical Therapist*

**Wells Physical Therapy Services**

Middlebury BNI • Middlebury, VT



**Jimmy Matas**

*Automotive Sales*

**Handy Buick GMC Cadillac**

Prestige BNI • St. Albans, VT

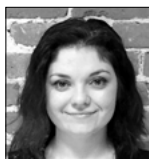


**Larry Hawley**

*Health, Life, and Disability Insurance*

**The Vermont Agency**

Prosperity BNI • Williston, VT



**Mollie Lannen**

*Printer*

**CW Print + Design**

Queen City BNI • Burlington, VT



**Curtis Gross**

*Weight Loss*

**Nutrimost VT**

Shelburne BNI • Shelburne, VT



## How BNI Has Helped Me and My Business Grow

*By Kristen Ginsburg,  
BNI Vermont Ambassador*

Lifelong learning is one of BNI's Core Values and also an essential part of my business as a personal trainer. In reflecting on this over the past few weeks it struck me how my last two years of membership have helped me grow. BNI has grown my client base, but BNI has also helped me grow as a person.

One specific way BNI has helped me grow is in public speaking. I have

always had anxiety about public speaking. I was the quiet kid in school, and when I got called on in school sometimes my voice would get shaky and my face and neck would get red.

I am grateful that BNI forces me to practice my speaking skills every week. This weekly practice was very hard at first but recently I have noticed that the way I do my presentations is starting to shift. I still write out my 60 seconds presentation each week so I am well prepared, but the shake in my voice is almost gone now.

Lately I have been focusing more on keeping eye contact with my audience, occasionally glancing down at the paper to make my points, but attempting to stay connected to my audience at the same time. I am now able to look out at my audience, and if I find myself going off script, I'm still able to stay on topic without losing my focus and getting frazzled. I know that I still have a way to go, but I'm getting better.

I also realized that by developing my confidence as a presenter I have begun to take on more leadership roles outside of my work as well. I have been involved in many community theater productions over the last 8 years, and last year I decided to come out of my shell to direct the play *Good People*. Again, my practice with presenting and putting myself in front of a large audience helped me make this dream into a reality for me which I am so grateful.

Additionally, I find myself more confident at parties and other social situations, and am more easily able to talk to strangers. I find myself more generally interested in other people, and that by having 1-2-1's have learned how to ask questions to get to know them.

I am so grateful to BNI Vermont for offering us opportunities to grow and develop ourselves as business people. I was so fortunate to attend BNI's training last month, "Train the Presenter". It was a part of the new monthly series Vickie is offering to BNI members in Vermont as well as to the general public. If you haven't taken advantage of these trainings I encourage you to do so!

If you commit to continue to learn and take advantage of all BNI has to offer you will benefit! I am grateful that I am part of Middlebury BNI, and am delighted to serve as an Ambassador now. I am excited about meeting members in other chapters, and continuing to learn from all of you in our BNI Vermont family.

## About the Author

**Member of  
Middlebury BNI**

Meets Mondays, 8:00 – 9:30 am

Middlebury Recreation Center, 154 Creek Rd · Middlebury, VT

**Current Roles:** BNI VT Ambassador, Membership Committee

**Past Roles:** Visitor Host, Mentor Coordinator

## 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:

**Tuesday, December 5, 1:00 – 4:00 pm**  
Location: Holiday Inn, South Burlington



*October Member Success Program Graduates.*

## Leadership Team Round Table

Remember to thank your Leadership Team for their hard work!



*First Quarter Leadership Round Table.*

## Calendar of Events

### NOVEMBER

- 11/16 BNI Member Success Program**  
1:00 – 4:00 pm, Fee: FREE for Members,  
\$30 for non-members
- 11/28 Quarterly Membership Committee Training**  
4:00 – 6:00 pm, Fee: \$30
- 11/30 Crossroads BNI Member Success Program**  
1:00 – 4:00 pm, Fee: FREE for members,  
\$30 for non-members

### DECEMBER

- 12/5 BNI Member Success Program**  
1:00 – 4:00 pm, Fee: FREE for members,  
\$30 for non-members
- 12/8 Rutland BNI Interest Meeting**  
8:00 – 10:00 am, Fee: FREE
- 12/12 Prestige BNI Member Success Program**  
10:00 am – 1:00 pm, Fee: FREE for members,  
\$30 for non-members

[Register for Events](#)

# Member Recognition

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

### Tim King

Timothy King Attorney at Law, Middlebury BNI

### Barbara Dozetos

Above the Fold Marketing, Champlain Valley BNI

## 6 Months Perfect Attendance

### Elizabeth Davidson

Clear Connections Chiropractic, Queen City BNI

### Curtis Gross

Nutrimost VT, Shelburne BNI

### Mary Maloney

State Farm, The Masters BNI

### Barb Dozetos

Above the Fold Marketing, Champlain Valley BNI

### Tim King

Timothy King Attorney at Law, Middlebury BNI

### Kristen Ginsburg

Vermont Custom Fitness, Middlebury BNI

### Chris Morse

Chrimorse.net Computer Service, Middlebury BNI

### Dave Leinaweaver

D K Leinaweaver, CPA, PC, Middlebury BNI

### Jennifer Kestrel McTigue

Life Vantage, Heart of Vermont BNI

### Seth Gifford

Gifford Construction, Shelburne BNI

### Michael Sacco

Stratalyne Business Solutions, The Masters BNI

### Eric Noel

Eric Noel Coaching, LLC, Wealth Builders BNI

### Lisa Mason

Fiddleheads Cuisine, Heart of Vermont BNI

### Sam Markewich

Downtown Up, Crossroads BNI

### Brendan Walsh

Quantum Leap Capital, Shelburne BNI

### Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury BNI

### Jeannemarie Schinhofen

Katie's Jewels, Heart of Vermont BNI

## New Members - October 2017

**Julia Scott**

Integrated Communications and Marketing,  
Champlain Connections BNI

**Matthew Sjoblom**

Key Bank, Champlain Connections BNI

**Michael Sealy**

BTV Creative, Champlain Valley BNI

**Nicole Tatro**

Elite Health and Wellness, Champlain Valley BNI

**Debra Chisholm**

Life Design LLC, Prosperity BNI

**Katherine Elmer**

Burlington Herb Clinic, Prosperity BNI

**Kelly Ward**

Lake House Studio, Prosperity BNI

**Kevin Clarkson**

802 Reptiles, Prosperity BNI

**Tom Ward**

T.W. Electric, Prosperity BNI

**Amy Escott**

Escott Legal Services, Queen City BNI

**Stephanie Mack**

Account Mobility, Queen City BNI

**Zach Bedell**

Liberty Mutual, Queen City BNI

**Allison Bogan**

Precision Chiropractic, Shelburne BNI

**Jen Harton**

Harton Associates, LLC, Wealth Builders BNI

**John Kelliher**

NRC East Environmental Services, Wealth Builders BNI

**Michael Psaros**

Dominion Tech Computer Services, Wealth Builders BNI

## Renewed Members - October 2017

**Jake Hanley**

People's Securities, Inc., Champlain Valley BNI

**Johannes Ziegler**

JZ Carpentry, LLC, Champlain Valley BNI

**Kaitlyn Raymond**

State Farm, Champlain Valley BNI

**Pamela Champagne**

Pamela Champagne Design, Prosperity BNI

**Carolyn Casey**

State Farm, Queen City BNI

**Adam Ginsburg**

A. Ginsburg Architects, Shelburne BNI

**Jeff Greene**

New York Life, Shelburne BNI

**Rick Gomez**

RVG Electrical Services LLC, 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](#)



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