



Givers Gain[®] Monthly

From Our Executive Director

Welcome to September, BNI Vermont as our Green Mountain State takes a turn to hues of red, orange and gold. We hope that you have plans to enjoy this beautiful fall weather.

With this newsletter comes the completion of another annual Chapter Team Training. This year's training was the highest attended in BNI Vermont history! 88% of you and your fellow members pre-registered before it even started, and we'll be tallying the total attendance in the next couple days. Thank you for your commitment to and passion for this organization! We here at BNI Vermont foresee an incredible year ahead of you, both for your chapter and your business, and this is in thanks to chapter-wide commitment to your various roles. Each of you is a leader in your chapter and each of you carries a critical role in keeping your chapter functioning as the prosperous business that it is. Here's to the most profitable term in your chapter's history – the 2017-2018 term!

Now BNI Vermont turns its attention to Chapter Business Plans, your chapter's full leadership transition on October 1st, *The Business Experience* series (courses on September 26, October 24, and November 14), and, believe it or not, the May 2018 BNI Vermont Awards Banquet! We've already locked in the date for Friday, May 11, 2018 starting at 5:30pm so mark your calendars now!

With the remaining two weeks in your current role, a reminder to schedule face-to-face meetings with the member in your chapter who will be taking on your current role starting October 1st. Work hard to create a smooth, open, and easy transition. Your efforts here will directly impact your VCP (Visibility, Credibility, and Profitability). Enjoy the rest of your September!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: The Power of Service Organizations

Networking happens in many ways and venues. When considering networking, BNI and chamber/trade association mixers usually come to mind, however this networking tip is about service organizations, and the opportunity to network and build relationships through volunteering. I was in my mid-twenties when I was first introduced to a service organization called Rotary International. It was at a BNI event where the presenter told me that a professional couldn't be successful in BNI and Rotary at the same time. I remember, even at my young age, how odd that sounded. To me, successful networking is about trusting, long-term relationships with others, and the more quality relationships you have, the more successful your networking will be. Now, if you haven't yet been to a Rotary meeting, may this article encourage you to do so. Rotary is an amazing organization whose members come together to create change in the world through volunteering and fundraising, with over 16 million volunteer hours each year worldwide. Like other service organizations, they are in our local communities, making a difference, and these are great places to build relationships! For example, Rotarians meet weekly, just like BNI, where they collaborate to raise money and volunteer. Rotarians sometimes even see referrals for their business (although, unlike BNI, that is not their purpose). Rotary invites professionals to speak at their meetings to share the impact they are making, and they encourage visitors, just like BNI. Rotary is just one example of the service organizations throughout our state and the world. As you consider opportunities to network outside of your BNI membership, we encourage you to take time to visit a Vermont service organization!

- 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.

August 16: **Episode 520:** Four Pillars of a Successful BNI Group

August 23: **Episode 521:** The Misner Plan Revisited

August 30: **Episode 522:** The Value of Visitors

September 6: **Episode 523:** An Old Networker in a New Town

September 13: **Episode 524:** Thank You For Closed Business

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.

Traditions + Innovation are Key to Strong Organizational Culture

By BNI Staff

Will Social Media Replace Face-to-Face Networking?

By Ivan Misner, Ph.D, BNI Founder

Focus on Your Core Service to Maximize Your Referrals

By Eden Creamer-Hurdle

When Natural Disasters Strike, Local Businesses Play an Essential Role

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 headshot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.



Molly Goodyear
Social Media Marketing
802 Social
Shelburne BNI
Shelburne, VT



Ron Lewis
Computer Care
Ron Lewis Computer Care
The Masters BNI
Colchester, VT



Mike Kiessling
Financial Advisor
Edward Jones
Wealth Builders BNI
South Burlington, VT



Steven Shaw
Environmental Services
Weston and Sampson
Champlain Connections BNI
Burlington, VT

From the BNI Team



Mollie Lannen

BNI Vermont
Ambassador

Who is Your Biggest and Best Client?

*By Mollie Lannen,
BNI Vermont Ambassador*

Picture for a moment your biggest and best client.

They are financially positive for your business. They send you the best referrals, and they talk positively about your business all of the time. You enjoy working with them; they support you and your business, and they help you grow. Thinking about your biggest and best clients brings a smile to your face. I bet you

wish all of your clients were just like this!

Think about how you treat your biggest and best clients. If you are like me, you always show up on time, you never miss a meeting with them, and you always prepare for those meetings and show up in proper attire. You are always truthful to your word, you keep your promises and you are sure to fulfill their expectations. You spend extra time educating yourself on their industry and needs so you can provide the best solutions. You are always looking for ways to help them grow their business.

Now, take a moment to picture your BNI chapter. Your BNI chapter has those same characteristics! This is why you should treat your BNI chapter just like you would your biggest and best client. This includes showing up on time to each weekly meeting, prepared, well dressed, and eager to help your fellow members. You can ensure you are keeping your promises to your chapter by simply doing the power of one - showing up to your weekly meeting, bringing a referral each week, having at least one 121 each week, completing a continuing education unit (CEU) each week, and bringing one visitor each month.

If, when you picture your BNI chapter, you realize they are not currently your biggest and best client, don't despair. Take a moment to reflect on how you are treating your membership. Look at how you are applying the key principle of Givers Gain. Maybe you aren't giving to your chapter the way you would to a client? If you treated a client the way you treat your chapter, would they continue to be your client? Now start taking the steps needed to start treating your chapter like it is your biggest and best client: dedicate the time to prepare and show up for meetings, to do 121s and strengthen those relationships, to find qualified referrals, to educate yourself through podcasts and other CEU opportunities, and bring visitors to meet your chapter.

Really focus on the relationships you are building. What kind of relationship have you developed with your biggest clients? Apply that same mindset to your BNI membership and I guarantee it won't take long until BNI becomes your biggest and best client too.

About the Author

**Member of
Queen City BNI**

Meets Wednesdays, 11:30 - 1:00 pm
Main Street Landing Second Floor Board Room · Burlington, VT

Current Roles: Ambassador, BNI VT
Chapter Growth Coordinator, Queen City BNI

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:

Monday, September 25, 5:00 – 8:00 pm

Location: Holiday Inn, South Burlington

Calendar of Events

SEPTEMBER

- 9/20 BNI Connect Webinar:
Online Renewals in BNI Connect
3:00 – 3:30 pm, Fee: FREE**
- 9/25 Member Success Program
5:00 – 8:00 pm, Fee: FREE for Members,
\$30 for Non-Members**
- 9/26 Train the Trainer - Level 1: The Psychology of
Becoming a Successful Trainer
3:00 – 5:00 pm
Fee: \$20 for members, \$30 for non-members**
- 9/26 BNI Connect Webinar:
Leadership Team Tools & Reports
3:00 – 3:30 pm, Fee: FREE**
- 9/27 BNI Connect Webinar:
Chapter Goals for Leadership Teams
3:00 – 3:30 pm, Fee: FREE**
- 9/28 Prosperity BNI Visitors' Day
9:30 – 11:30 am, Fee: Free**
- 9/29 Heart of Vermont BNI Visitors' Day
8:00 – 10:00 am, Fee: FREE**

OCTOBER

- 10/3 BNI Connect Webinar:
Chapter Goals for Leadership Team
3:00 – 3:30 pm, Fee: FREE**
- 10/4 BNI Connect Webinar:
Leadership Team Tools & Reports
3:00 – 3:30 pm, Fee: FREE**
- 10/10 BNI Connect Webinar:
Online Renewals in BNI Connect
3:00 – 3:30 pm, Fee: FREE**
- 10/11 BNI Connect Webinar:
Chapter Web Pages
3:00 – 3:30, Fee: FREE**

[**Register for Events**](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Mollie Lannen

CW Print + Design, Queen City BNI

Elizabeth Davidson

Clear Connections Chiropractic, Queen City BNI

Tim King

Timothy King Attorney at Law, Middlebury BNI

Barbara 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

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

Rachelle Frost

Rich Jones State Farm, Heart of Vermont 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

Jackie Budgor

The Empowered Pantry, Champlain Valley BNI

Robert Caneco

Robert A. Caneco, R.A., Champlain Valley BNI

Jennifer Kestrel McTigue

Life Vantage, Heart of Vermont BNI

Mollie Lannen

CW Print + Design, Queen City BNI

Seth Gifford

Gifford Construction, Shelburne BNI

Michael Sacco

Stratalyne Business Solutions, The Masters BNI

Ron Lewis

Computer Care, The Masters BNI

Eric Noel

Eric Noel Coaching, LLC, Wealth Builders BNI

New Members - August 2017

[Anita Hoy](#)

Fluidly Moving Body Works, Crossroads BNI

[David Austin](#)

Peak Potential Fitness, Queen City BNI

[Beth Martell](#)

Beth Martell Coaching, Shelburne BNI

[Luke Walthour](#)

Move Faster Media, Shelburne BNI

[Donald Dempsey](#)

Dempsey Investment Management, The Masters BNI

[Casey Baczewski](#)

South Burlington Physical Therapy, Wealth Builders BNI

[Daniel Fortin](#)

Cross Dodge Chrysler, Wealth Builders BNI

[Shannon Bushey](#)

Digital DJ, LLC, Wealth Builders BNI

Renewed Members - August 2017

[Johnathon Quong](#)

New England Electric, Champlain Connections BNI

[Robert Miller](#)

Rob's Home Improvements, Middlebury BNI

[Ed Levite](#)

Union Bank, Wealth Builders BNI

[Meghan Corbett](#)

State Farm, Wealth Builders 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®