



Givers Gain[®] Monthly

From Our Executive Director

August always leaves me wondering where June and July went. I hope you all have had outstanding opportunities to enjoy the ample amount of warm weather we've had this summer!

This month represents two major events in BNI Vermont: The **Annual BNI Summer Picnic** and **Chapter Business Plans**. The first is our casual networking event on Burlington's waterfront. We moved it to a Friday afternoon this year to make it easier on our out-of-Burlington professionals and their families. BNI will provide the burgers/hotdogs and dinnerware/silverware – and you bring a potluck dish to share (don't worry about feeding 100 people). Make sure to bring your family, your dogs on leashes, your beverages NOT in glass, and lawn games.

The second is our annual practice of working with your incoming Leadership Teams to build the 2018-2019 Chapter Business Plan. This 2-3 hour meeting results in plans for networking events for your chapter, Meeting Stimulants in your meetings, and much more. If you haven't done so already, congratulate your incoming Leadership Team! Their leadership practices start this month!

Beyond these two events, you'll find The Business Experience workshop series in full swing. August brings our **What Do You Do?** workshop to help you with your elevator pitch and Weekly Presentations. September and October bring our **Train the Trainer** workshops to help you learn the psychology of training and 'hard copy' techniques of training. These two workshops are great to hone your Feature Presentations. November brings our **Mediating Professional**

Conflict course to help you with your communication skills in tough situations. Make sure to register for these courses, and bring your co-workers and friends!

Lastly, this may sound odd, but have you marked your calendar for Friday, April 12, 2019 for the 6th Annual BNI Vermont Awards Banquet? It's not to be missed!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: The “BNI Buffet”

What comes to mind when I say “buffet”? Probably one of those huge rooms with table after table of food; all kinds of food – more food than you could ever eat. These experiences are memorable, not just for the sheer quantity, but for the joy of helping yourself to a plate full of all of your favorite foods. Do you love sushi, pasta, steak, a mile-long salad bar, cheese in every variety, Asian cuisine... maybe just dessert? In a buffet you can count on it all being there, and you can eat to your heart’s content. What you may not have realized is that there is a “BNI Buffet” that exists for you to pick-and-choose from to find your favorite things. Like many buffets, BNI has ‘buffet standards’ that we all benefit from. The food buffet makes sure you’ve got a plate, utensils, and a napkin (it’s difficult to eat without those). In BNI we have Attendance, One-to-Ones, and Continuing Education Units (CEUs) which we all benefit from. Beyond that, it’s up to you to fill your BNI plate with the things that you enjoy the most! Do you like social media? Find BNI on Twitter, Instagram, and Facebook to learn and make new connections. Do you enjoy meeting and spending time with people? Visit other chapters and set up more One-to-Ones. Are you an avid Lifelong Learner? You have BNI University, SuccessNet (BNI’s e-newsletter), books, podcasts, and in-person trainings available. These are just a few of the delicious opportunities that await you in your years with BNI. The key to taking advantage of the “BNI buffet” is to contact your chapter’s Director Consultant. They are well versed in what’s available and we want you to be walking around with a plate full of delicious opportunities and experiences!

- 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.

July 18: **Episode 567:** Find the Wow in Referral Passing

July 25: **Episode 568:** Networking Up - Part 2

August 1: **Episode 569:** Body Language & Networking

August 8: **Episode 570:** More 1-2-1s Equal More Referrals

August 15: **Episode 571:** The BNI Foundation –
What’s in It for Me?

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 learn more.

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.

Continuing Education

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.

The Beautiful Gift of Powerful Encouragement

By Graham Weihmiller, BNI CEO

"How has BNI Changed your Life?"

- A Unique Opportunity for You

By BNI Staff

How Do You Create Organizational Culture?

By Ivan Misner, Ph.D BNI Founder

Going International with BNI:

Experience the BNI Global Power Team

By BNI Staff

Charity is Good for the Community and

Good For Your Business

By Emely Ferrer

My BNI Story – From Coast to Coast

By BNI Staff

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



Madigain Rollins

Non-Medical In-Home Services

Synergy Home Care

Shelburne BNI • Shelburne



Scot Sweeney

Solar

SunRun LGCY Power

The Masters BNI • Colchester



Shannon Bushey

Disc Jockey

Digital DJ

Wealth Builders BNI • South Burlington



Mickey Wiles

Employment Services

Working Fields, LLC

Champlain Connections BNI • Burlington

From the BNI Team



Erik Kolomaznik

BNI Vermont
Director Consultant

Are Coaches Members of the Team?

*By Erik Kolomaznik,
BNI Vermont Director Consultant*

The coach doesn't get on the court or on the field and execute the plays. He or she is not getting bumped and bruised in the heat of the game. However, you could argue that their spirit is just as tied into the outcome of the game as any player out on the ice. There may be multiple coaches supporting and directing the team. Of course, we realize that they're contributing to the winning season, although they can't sprint, throw, and tackle like they used to - or like any one of the players currently on the field. In that case, are they really contributing to the victories? Are they equally responsible for the losses?

The great coaches that I've known would view this as a ridiculous line of questioning. They might even be insulted. Without a doubt, the good ones accept as much or more responsibility for the results of the team than they would put on the shoulders of any player. I get that. And yet, they're not wearing a jersey and their trading cards aren't nearly as valuable on ebay (if they get one at all).

What does this have to do with BNI? Well, people often ask me: "What does a director consultant or ambassador even do? Why are they there?"

Are ambassadors and director consultants members of your chapter?

It's like this: We're not pro-athletes. We're pro-professionals. Somehow, coaching is optional for us, so we better get it where we can find it. Director consultants and ambassadors are part of the BNI coaching staff. They may even be volunteering their time to support, coach, and encourage the members of every BNI Vermont chapter. We are trained, experienced, willing, and interested in coaching each and every one of you reading this newsletter toward your most effective and efficient use of the BNI referral marketing system. Could the "visiting members of your chapter" assist you? Is there an area wherein you'd like to see some change?

BNI is a complex machine that requires purpose, skill, and training to operate effectively. It's complex mostly because the machine is made out of people, and you know what they say about people... "the definition of chaos is more than one person in a room." - anonymous

Consider this: Michael Jordan, Tiger Woods, and Tom Brady had multiple coaches all throughout their time at the top of the game. As they stepped up their performance, they stepped up their coaching. Many of the coaches weren't provided by the team. When they wanted improvement in an area, they sought out experts that could offer guidance.

About the Author

Member of Shelburne BNI

Meets Thursdays, 8:30 – 10:00 am
Trinity Episcopal Church, 5171 Shelburne Road, Shelburne

Current Roles: Director Consultant, BNI VT

Past Roles: Ambassador, BNI VT, Growth Coordinator, President, Membership Committee, Education Coordinator, Event Coordinator, Visitor Host, Vice President, Shelburne BNI

New Chapters Forming!

Brattleboro - currently in the works

Manchester

Richmond

Rutland - Do you know anyone in the area? Send them our way!

St. Johnsbury

Stowe

Waitsfield

Waterbury - currently in the works

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 16, 5:00 – 8:00 pm

Queen City MSP

Wednesday, August 29, 8:00 – 11:00 am

Wednesday, September 26, 1:00 – 4:00 pm

Holiday Inn, Williston Road, Burlington



July Member Success Program Graduates.

Join Us this Friday!

Friday, August 17, come on down to the Oakledge Park Upper Pavilion, bring your families, your friendly dogs on leashes and join us for a laid back, social networking opportunity. Bring a beverage of your choice (no glass containers) and a dish to share. There's lots of room for lawn games, and don't forget your swim suit if you'd like to hit the beach.

6th Annual BNI VERMONT
Summer Picnic
FRIDAY
August 17, 2018
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! Paid parking.

TO REGISTER GO TO THE BNIVERMONT.COM EVENT CALENDAR

Calendar of Events

AUGUST

- 8/16 Member Success Program**
5:00 – 8:00 pm, Fee: FREE for members,
\$25 for non-members
Holiday Inn
1068 Williston Road, South Burlington
- 8/17 Annual BNI Summer Picnic**
4:00 – 9:30 pm, Fee: FREE
Oakledge Park Upper Pavilion
Flynn Avenue, Burlington
- 8/21 Quarterly Membership Committee Training**
4:00 – 6:00 pm, Fee: \$30 for members
Holiday Inn
1068 Williston Road, South Burlington
- 8/27 BNI Vermont Leadership Roundtable Meeting**
2:00 – 5:00 pm, Fee: Free for members
Richmond Public Library, Richmond
- 8/29 Queen City BNI Member Success Program**
8:00 – 11:00 am, Fee: FREE for members
- 8/30 The Business Experience Series: What Do You Do?
Hone Your Elevator Pitches and Presentations
for Profit**
3:00 – 5:00 pm, Fee: \$20 for members,
\$30 for non-members

SEPTEMBER

- 9/10 Chapter Team Training**
8:30 am – 4:00 pm, Fee: FREE (Included in your
membership dues)
- 9/11 Chapter Team Training**
8:30 am – 4:00 pm, Fee: FREE (Included in your
membership dues)
- 9/20 Crossroads BNI Visitors Day**
8:00 – 10:00 am, Fee: FREE
- 9/26 BNI Member Success Program**
1:00 – 4:00 pm, Fee: FREE for members
- 9/26 The Business Experience Series:
Train the Trainer – The Psychology of
Becoming a Successful Trainer**
3:00 – 5:00pm, fee: \$20 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

Jay Cummings

Peoples Trust Company, Prestige BNI

Mollie Lannen

CW Print & Design, Queen City BNI

6 Months Perfect Attendance

Casey Baczewski

South Burlington Physical Therapy, Wealth Builders BNI

Beth Martell

Beth Martell Coaching, Shelburne BNI

Heather Belanger

A. White & Son, Queen City BNI

Johannes Ziegler

JZ Carpentry LLC, Champlain Valley BNI

Bob Boucher

Dependable Service, Middlebury BNI

David Torrey

State Farm, Heart of Vermont BNI

Mike Dever

Acorn Painting, Middlebury BNI

Robert Miller

Rob's Home Improvements, Middlebury BNI

Jessica Hubis

Missing Piece Bakery, Prestige BNI

Robert Shea

Rob Shea Carpentry, LLC, Integrity BNI

Russell Bibens

RW Bibens Renovations, LLC, The Masters BNI

Tanner Hubis

Primerica, Prestige BNI

Kaitlyn Raymond

State Farm, Champlain Valley BNI

Brittany Kirvan

Happy Sprouts Wellness, Queen City BNI

Curtis Gross

Nutrimost Vermont, Shelburne BNI

Ed Levite

Union Bank, Wealth Builders BNI

Heather Belanger

A. White & Son, Queen City BNI

New Members - July 2018

Kevin Nichols

Nichols Home Inspection LLC, Prestige BNI

Philip Stevens

802 Green Mountain Bookkeeping, Crossroads BNI

Tom Martin

Stillwater Graphics, Heart of Vermont BNI

Fabian Rainville

High Test Inspections LLC, The Masters BNI

Jonathan Lloyd

Lloyd Plumbing, Heating & Gas Service, Heart of Vermont BNI

Aaron Scowcroft

Pioneer SBC, The Masters BNI

Blair Knowles

Knowles Group, KW Vermont, Prosperity BNI

Renewed Members - July 2018

Michael Bancroft

Paige & Campbell, Inc., Crossroads BNI

Stephanie Mack

Account Mobility, Queen City BNI

Amy Escott

Escott Legal Services, PLC, Queen City BNI

John Clark

The UPS Store, Champlain Connections BNI

Julia Scott

JScott Marketing & PR, Champlain Connections BNI

Lisa Hallstrom

Hallstrom Excavating, Crossroads BNI

Hillary Reichert

Larkin Hospitality, The Masters BNI

Jay Stearns

Accent Productions, Champlain Valley BNI

Michael Sealy

BTV Creative, Champlain Valley 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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