



Givers Gain[®] Monthly

From Our Executive Director

The holidays have arrived and our lives are jam packed with shopping, family, and lots of holiday events! Thank goodness we have our BNI family to be a steady business focus as we find our attentions dragged in multiple directions!

The month of December is a big referral month for us in BNI because of all the shopping we are doing. It's important to remember that we have over 120 professions spread throughout our 12 Vermont chapters and keeping your money local makes a huge impact both on Vermont's economy as well as the individual businesses with which you spend that money. We encourage you to visit BNIVermont.com, click on Members at the top of the page, and search for the products and services that you need and want. And take this opportunity to share BNIVermont.com with your family and friends – teach them to do their shopping 'local' with amazing and passionate Vermont professionals!

2018 was an amazing year! We had our highest attendance ever at May's 5th Annual BNI Vermont Awards Banquet and at this year's annual Chapter Team Training! We brought on a new Director Consultant, Erik Kolomaznik, six new Ambassadors, a Social Media Coordinator, and Chapter Launch Director to help BNI Vermont thrive and grow.



We are on track to end the year on a high note with an average \$1,000 increase in profit per member in 2018, and retention is up state wide. All of this shows how powerful we are when we truly function as a team. Remember, "*It takes a village*" and we are all in this together.

Happy Networking!

Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Open and Honest Communication

In many ways I believe that communication is the backbone of BNI. Givers Gain® isn't the only Core Value that keeps BNI alive – it's also Positive Attitude, Lifelong Learning, and Tradition + Innovation (to name a few), and none of these are possible if we don't communicate with one another regularly and with good intention. Throughout our BNI membership we find that it's easy to communicate when things are good! When we receive a referral, a member helps us with our Weekly or Feature Presentation, or a member attends our business event we enjoy saying Thank You during Open Networking or through a card or email. However, it's the communication piece that struggles when the topic is less than optimal. When we receive a lead (or nothing at all), when a member makes a mistake with a client we've referred to them, or when we don't feel supported by our fellow members, we tend to do what we were taught to do as children – keep our mouths shut. In spite of this, we need to remember that no one is capable of reading our mind, and the only solution to overcoming an obstacle is to approach it. Communication is the tool to Building Relationships, getting results through Accountability, and Recognizing the achievements of those around us. And this isn't just in BNI! Even someone *without* a Givers Gain® mentality can be shown how beneficial it is once someone takes the time to explain the power of **farming versus hunting**. The ability for us to openly and honestly communicate can mean the difference between success and failure in countless ways. Remember, your words are the key to unlocking your full potential in BNI!

- 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.

November 21: **Episode 585:** My Approach to the No-Win Scenario

November 28: **Episode 586:** Achieving the Power of One (Classic Podcast)

December 5: **Episode 587:** Imagine You Live in One Room

December 12: **Episode 588:** Want Referrals? Don't Bore Me to Tears

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.

VIDEO: Sixty Seconds in SuccessNet

By Graham Weihmiller, BNI CEO

How I Approach The 'No-Win' Scenario

By Ivan Misner, Ph.D, BNI Founder

#BNIGC18 - Reflections on A New World of Opportunity

By Daniel Dixon

Building the Brand, Together

By Daniel Dixon

How Big is Your Dream?

By BNI Staff

BNI Foundation - Gratitude & Recognition

Submitted by David Kauffman, BNI Foundation Vice Chair

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.



Paul Richardson
Portrait Photography
Richardson Photography
Crossroads BNI, Berlin



Stacy Thrall
Health & Wellness Coach
Stacy Thrall Certified Health and Wellness Coach
Heart of Vermont BNI, Montpelier



Jolita Sakmanaite
Massage Therapist
Brilliant Massage Therapy
Integrity BNI, Essex



David Hills
Management Consulting
Waypoint Management Services
Middlebury BNI, Middlebury



Make your Feature Presentation an Experience to Remember

By Rosann Kramer, BNI Ambassador

I can list many benefits of my BNI Membership, and the top one is additional business that I would not have had without BNI. Additionally, there are many networking activities—one of the most powerful is being the Feature Presenter at your BNI Chapter Meeting.

Rosann Kramer

BNI Ambassador

There are three parts that go into a successful Presentation. The most obvious is the preparation of topic, planning and execution. Two other areas that receive very little consideration are **your introduction** and **the TITLE** of your presentation. I will spend some time on these points because your Feature Presentation is your time to shine for your Chapter Members and any visitors that attend your Meeting. Let's start with your introduction. If you have ever been to a conference or seminar that has a Keynote Speaker, they never do their own introduction. The stature of a Keynote Speaker is reflected by having another person introduce them. Similarly, when another person in your chapter introduces you, the introduction should include your accolades, accomplishments, expertise, diplomas, degrees and other achievements. The introduction should let your audience know that you are the **EXPERT** in your field and provide verifiable proof of your expertise. I have not always had a good introduction. I am guilty of doing my own introduction and using the BNI Biography worksheet that ends with "My burning desire is...". As Secretary/Treasurer last term in Champlain Connections, I had been suggesting better introductions and presentation titles and finally walked the walk in August. I have now elevated myself and my Feature Presentation by writing my own Introduction and selecting a Chapter Member to introduce me with gravitas. I Googled, "How to write an introduction for a Keynote Speaker" and got enough ideas to write my own introduction. It was worth the time and energy. Quick tip: during Open Networking that day let your Secretary/Treasurer know who will be introducing you.

Next I would like to talk about the actual presentation. Always keep in mind the audience's point of view for a PowerPoint, video, audio or anything on display. Everyone in the room should be able to see or hear it. Use 24 point text or greater to ensure everyone in the room can read your slides. Less is more on a PowerPoint; remember you are the presentation, not the screen. In my previous career I did many presentations and found a 10 to 1 ratio is required for a successful presentation. That means spending ten times as long planning, developing and practicing your presentation as the length of the presentation, which comes to 100 minutes for a 10-minute Feature Presentation. Once you have a presentation, create a fitting title. Push yourself to think of something more engaging than your seat or the name of your business. Your title should reflect the point of your presentation, be interesting, and make people take notice. Make your Feature Presentation an experience for your audience and an event not to be missed. The experience starts with your title, which will appear on several handouts leading up to your presentation. Your introduction should put you on a pedestal so that the audience will pay attention to the important message you will be delivering. Lastly, take the amount of time necessary for you to master your presentation. If you master these three aspects of your Feature Presentation, you will get the most out of the moment and create an experience to remember.

About the Author

Member of Champlain Connections BNI

Meets Fridays, 7:30 – 9:00 am

Main Street Landing, Second Floor, The Classroom (formerly the Gallery)
40 Lake Street, Burlington

Current Roles: Ambassador, BNI VT, Mentor Coordinator,
Champlain Connections BNI

Past Roles: Secretary/Treasurer, Champlain Connections BNI

BNI Events

New Chapters Forming!

Bennington

Brattleboro

Hinesburg – In the works. Do you know anyone in the area?
Send them our way!

Manchester

Milton

Newport

Rutland

St. Johnsbury

Stowe – In the works. Do you know anyone in the area?
Send them our way!

Waitsfield

Contact Heather Belanger, Chapter Launch Director,
802-233-9737

Member Success Program

The BNI Member Success Program is available online at BNIUniversity.com for all new members (and current members) in their first 60 days of membership. This means that the entire course can be accomplished via the BNI University App on your phone, and/or online directly through the website and because it's online it can be tackled at a pace that fits each new member (as long as it's completed within 60 days). Chapter Member Success Programs will still be presented with each chapter once a year so that all members can partake in the course annually (as part of membership) and so that the course can fit the needs and interests of your membership. We continue to encourage your insight and feedback about this course, and hope that enjoy this new asset of membership with BNI!

For those of you that have taken the Online Member Success Program, we highly recommend that you follow it up with the Member Success Program Workshop. In this course you will outline and practice your Weekly Presentations, Feature Presentations, learn the best practices for 1-2-1's, and how to effectively use your contact spheres.

Champlain Connections BNI

Member Success Program

January 4, 2019 • 9:30 am – 12:30 pm
Main Street Landing – The Great Room

Wealth Builders BNI

Member Success Program

January 9, 2018 • 10:30 am – 1:30 pm
Comfort Suites

Heart of Vermont BNI

Member Success Program

January 11, 2019 • 9:30 am – 12:30 pm
Christ Episcopal Church (2nd Floor)

Member Success Program Workshop

January 28, 2019 • 4:00 – 6:00 pm
Holiday Inn

Member Success Program Workshop

March 25, 2019 • 4:00 – 6:00 pm
Holiday Inn

Calendar of Events

DECEMBER

- 12/18 **Membership Committee Mid-Term Training Session**
3:00 – 6:00 pm, Fee: \$30, members only

JANUARY 2019 *Welcome to the New Year!*

- 1/4 **Champlain Connections BNI Member Success Program**
FREE for members, \$30 for non-members
- 1/9 **Wealth Builders BNI Member Success Program**
FREE for members, \$30 for non-members
- 1/11 **Heart of Vermont BNI Member Success Program**
FREE for members, \$30 for non-members
- 1/23 **The Business Experience: Positivity to Profit – Minding your life and your business**
3:00 – 5:00 pm, Fee: \$20 for members, \$30 for non-members
- 1/28 **Member Success Program Workshop**
4:00 – 6:00 pm, Fee: FREE for members

FEBRUARY

- 2/4 **BNI Vermont Leadership Roundtable**
2:00 – 5:00 pm, Fee: FREE
- 2/13 **Queen City BNI Visitors' Day**
11:30 am – 1:30 pm, Fee: FREE
- 2/26 **Champlain Valley BNI Member Success Program**
9:30 am – 12:30 pm, Fee: FREE for members, \$30 for non-members

MARCH

- 3/7 **Shelburne BNI Member Success Program**
10:00 am – 1:00 pm, Fee: FREE for members, \$30 for non-members
- 3/14 **Visitor Host Training**
3:00 – 4:30 pm, Fee: \$30 for members
- 3/15 **Champlain Connections BNI Visitors' Day**
7:30 – 9:30 am, Fee: FREE

[Register for Events](#)



Above: Prestige BNI members receive their 5 Year Anniversary ribbons.



Left: Jeff Teplitz presents Larry Hawley with Prosperity BNI's Notable Networker Award for most Thank You for Closed Business in November.

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Mollie Lannen

CW Print & Design, Queen City BNI

6 Months Perfect Attendance

Bob Boucher

Dependable Service, Middlebury BNI

Curtis Gross

Nutrimost Vermont, Shelburne BNI

Alison Davis

Quantum Leap Capital, Champlain Valley BNI

Michael Sealy

BTV Creative, Champlain Valley BNI

Robert Caneco

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

Dutton Smith

Homesmith Services, LLC, Middlebury BNI

David Beckett

David Beckett at Chenette Real Estate, Champlain Valley BNI

Chandra Pollard

Union Bank, Crossroads BNI

Katie Paquette

Moments By Kate, Wealth Builders BNI

Shannon Bushey

Digital DJ, Wealth Builders BNI

Robert Schwartz

Great Northern Construction, Integrity BNI

Travis Spencer

Kinney Insurance, Champlain Valley BNI

Charles Goodman

Goodman Construction, Inc., Crossroads BNI

Jose Lastres

CW Print + Design, Crossroads BNI

Timothy Boltin

Delicate Decadence, Crossroads BNI

Sam Markewich

Downtown Up, Crossroads BNI

Kristen Ginsburg

Vermont Custom Fitness, Middlebury BNI

Mollie Lannen

CW Print + Design, Queen City BNI

Erik Kolomaznik

CK Financial Resources, Shelburne BNI

John Kelliher

NRC East Environmental Services, Wealth Builders BNI

Rod Cain

Rod Cain Massage Therapy, Champlain Connections BNI

Jackie Budgor

The Goddess Whisperer, Champlain Valley BNI

David Gold

Edward Jones, Crossroads BNI

Jacob Gouge

Gouge Electric, Heart of Vermont BNI

Larry Hawley

The Vermont Agency, Prosperity BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

New Members - November 2018

Chris Sterzinar

PayData Workforce Solutions, The Masters BNI

Diane Maurice-Brault

Vermont Lavender, LLC, Crossroads BNI

Amy Crawford

Clover Ridge Media, Integrity BNI

Cara Cunningham

Quick Advantage Bookkeeping & Payroll LLC,
Wealth Builders BNI

Sarah Haselton

Paw Print & Mail, Champlain Valley BNI

Renewed Members - November 2018

Jessica Hubis

Missing Piece Bakery, Prestige BNI

Tanner Hubis

Primerica, Company, Prestige BNI

Jason Barnard

Barnard & Gervais Wealth Builders BNI

Johannes Ziegler

JZ Carpentry, LLC, Champlain Valley BNI

Michael Townsend

Chiropractic First, Wealth Builders BNI

Sam Markewich

Downtown UP, Crossroads BNI

Christophe Lissarrague

Poze Catering, Wealth Builders BNI

Ed Prosser

Torgorm Property Services, Champlain Valley BNI

Brendan Coyne

New England Landmark Real Estate, Crossroads BNI

Curtis Gross

Primelife Weight Loss, Shelburne BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

Adam Ginsburg

A. Ginsburg Architects, Shelburne BNI

Erin Perrin

Fairway Mortgage, Queen City BNI

Julie Gaboriault

Coldwell Banker Hickock & Boardman, Shelburne BNI

Kurt Hughes

Murdoch Hughes & Twarog, P.C., Shelburne BNI

Molly Goodyear

802 Social, Shelburne BNI

Monica Chapman

Puroclean, The Masters 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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Changing the Way the World Does Business®