



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

**T**his January “welcome” is one of my favorites to write in the year: the clean, white snow on the ground, the culmination of the amazing and sometimes hectic holiday season, and a fresh look at what is to come over the next 12 months! I get very excited when considering the tireless efforts that my team and I are going to put forth to help you build your business over the next year. We’re only a matter of weeks into 2018 and already more of you than I can count have told me enthusiastically that this is your year!

BNI Vermont’s 2018 business plan is all about The Impact of **One**:

- The impact of **one** perfectly timed Continuing Education Unit that launches you into a new and profitable way of thinking!
- That **one** One-to-One meeting where a fellow BNI member says something so unique and so helpful that you wonder what you would have ever done without your membership in this amazing organization!
- That **one** new member who brings you many unexpected referrals and an amazing life-long relationship!
- That **one** new BNI chapter in the region who helps you bridge the gap across the state to bring your business and passion to even more amazing customers and clients.

Think about the impact that **one** weekly meeting, **one** visitor, or **one** Thank You For Closed Business can have on your business. Consider the power that we bring to the table

because of our collaborative approach to business and relationships. What you all have created here in Vermont, and in 76 other countries across the world, is nothing less than astounding!

We are here to support you in this endeavor! Keep up your ideas, your enthusiasm, and let’s create even deeper, more meaningful relationships in 2018!



**Vickie Wacek**

BNI Vermont Executive Director

## Monthly Networking Tip: Diversity in BNI

There are many key points which create opportunities for success in a BNI membership, and one of the most prominent ones is diversity. Before our involvement in BNI, we would surround ourselves and our businesses with similar professions and similar personalities. These actions lead to the 'same old, same old' for our business, and less opportunity for impressive growth. Now that we have BNI as a vital part of our marketing strategy, we can leverage the uniqueness of age, profession, gender, and background to help us connect with clients throughout the area whom we would not have had a chance to connect with previously! White collar and blue collar workers, men and women, the high energy incoming generation of 20-somethings alongside our wise professionals in their 50's and 60s', introverts and extroverts – all of these diverse perspectives on life, business, and success means we can greatly increase our impact on community with our business and personal missions. As a side effect, sometimes diversity leads to assumptions and misunderstandings, and when this happens, a critical component to keeping our BNI chapters healthy and happy is to realize that communication has been disrupted and to re-open the dialogue. When we reach beyond our usual habits to develop collaboration with professionals who have a unique perspective, we open our minds to new ideas! We save ourselves time and money, and we experience greater success than we could have ever imagined. Work closely with your BNI referral partners, cherish the diversity that your members bring to your life, and may your 2018 be your most successful year yet.

- 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.

December 20: [Episode 538](#): The Collaborative Economy of BNI

January 3: [Episode 539](#): The BNI Connect Mobile App

January 10: [Episode 540](#): Country-Wide 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 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](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.

### Unlock BNI with One-to-Ones

By Erik Kolomaznik, BNI Vermont Ambassador

### A Conversation with Ryszard Chmura, BNI National Director

By BNI Staff

### Working with Your Competition

By BNI Staff

### Back to the BNI Basics in 2018

By Graham Weihmiller, BNI CEO

### Take the Misner Plan Challenge

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](http://www.BNIConnect.com) and update your User Profile in full*, including your head-shot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.

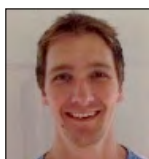


**Sam Markewich**

*Business Coach*

**Downtown Up**

Crossroads BNI • Berlin



**Robert Shea**

*Carpenter*

**Rob Shea Carpentry, LLC**

Integrity BNI • Essex



**Dutton Smith**

*Home Inspector*

**Homesmith Services, LLC**

Middlebury BNI • Middlebury

# From the BNI Team



## Dutton Smith

BNI Vermont  
Ambassador

## Am I Making the World a Better Place?

*By Dutton Smith,  
BNI Vermont Ambassador*

We should all ask ourselves this question. We are all part of the world, living in the present. More importantly, we all have a future (hopefully), and what are we doing about it? How are we shaping it? Anyone with a cynical or pessimistic attitude about the future has checked out if it. Not much point in that. I love meeting people who come across with a positive, can-do attitude. Fortunately, BNI is full of people like that, but there's room for many more. Occasionally we need guidance and encouragement to maintain that attitude.

I was listening to VPR in my truck a short time ago, and I heard part of an interview with a guy named Mark Stevenson, author, futurologist, former stand-up comedian, businessman and deep-thinker. I heard just the very end of the interview, but something about Stevenson captured my attention. He was very articulate, and he is trying to spread the idea that we all have a responsibility to make the world a better place. He is the founder of the "League of Pragmatic Optimists". I love that name. It just grabbed me. When I got home I looked it up. In short, it is a group that was formed to help make new and imaginative ideas happen in order to help create a better world. I also watched a couple of YouTube videos by Mark Stevenson. An interesting fellow.

The League of Pragmatic Optimists (or LOPO), has an ambitious goal, but it is true to the very nature of the organization. Its members are encouraged to employ eight principles which are listed below. Follow these links to read more in-depth descriptions of the eight principles:

- [Unashamed optimism of ambition](#)
- [Find something bigger than you](#)
- [Engineer serendipity](#)
- [You are what you do](#)
- [Make mistakes gladly](#)
- [Think like an engineer](#)
- [Lose a lot](#)
- [Police your own cynicism](#)

I hope you will have a chance to read the longer descriptions at some point. There is some great stuff there, and much of it goes right along with the "Giver's Gain" philosophy.

Now, don't get me wrong. I'm not suggesting that you go right out and start a local chapter of LOPO. It would be GREAT if you did, but my purpose is to highlight the fact that we all have a responsibility to make this world a better place, even in a small way. A big part of that is being optimistic about the future. As Helen Keller said, "No pessimist ever discovered the secret of the stars or sailed an uncharted land, or opened a new doorway for the human spirit."

## About the Author

**Member of  
Middlebury BNI**

Meets Mondays, 8:00 – 9:30 am  
Middlebury Recreation Center · 154 Creek Road · Middlebury, VT

**Current Roles:** BNI VT Ambassador, President  
**Past Role:** Membership Committee

## New Chapters Forming!

Brattleboro - currently in the works  
Manchester  
Richmond  
Rutland - currently in the works  
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:

### The Masters Chapter MSP

Thursday, January 25, 1:00 – 4:00 pm

Location: Pomerleau Alumni Center, St. Michael's College  
66 Observatory Lane, Colchester

Tuesday, January 30, 1:00 – 4:00 pm

Location: Holiday Inn, South Burlington

## Calendar of Events

### JANUARY

- 1/16 **BNI Visitor Host Training**  
3:30 – 5:00 pm, Fee for Members \$30
- 1/16 **BNI Mentor and Mentor Coordinator Training**  
5:00 – 6:30 pm, Fee for Members \$30
- 1/19 **BNI Visitors' Day Committee Training**  
12:00 – 2:00 pm, Fee: FREE
- 1/24 **Rutland BNI Interest Meeting**  
8:00 – 10:00 am, Fee: FREE
- 1/24 **Positivity to Profit: Minding your Life and Your Business**  
3:00 – 5:00 pm, Fee: \$20 for Members,  
\$30 for non-members
- 1/25 **The Masters BNI Member Success Program**  
10:00 am – 1:00 pm, Fee: FREE for Members,  
\$30 for non-members
- 1/30 **BNI Member Success Program**  
1:00 – 4:00 pm, Fee: FREE for members,  
\$30 for non-members

### FEBRUARY

- 2/5 **BNI Vermont Leadership Team Roundtable**  
2:00 – 5:00 pm, Richmond Free Library
- 2/8 **Crossroads Visitors' Day**  
8:00 – 10:00 am, Fee: FREE

[Register for Events](#)

## In the Community: #StormStrong

Members of Wealth Builders BNI held a blood drive on Saturday December 9<sup>th</sup> in honor of Storm Rushford. Storm is the son of BNI members, Matt and Julieta Rushford.

Storm is a sophomore at CVU high school in Hinesburg, Vermont, where as a freshman he was a high honors student and a standout athlete in both volleyball and baseball, playing on both varsity teams. In July 2017, Storm was diagnosed with Acute Lymphoblastic Leukemia. #StormStrong has become the rallying cry of his teammates, coaches, community, and family as he battles cancer.

Donated blood helps many patients in a wide variety of medical crises, including childhood cancer, where there is often a regular need for transfusions.



Personal friendships, taking one for the teammate, giving for a classmate, a loving family & community were truly exhibited in the preparation of this event and on the day of. To see Storm's friends donate blood for the first time was incredible to witness. The students helped each other get through it and were all eventually smiling.

We raised money for the family through the sale of a Storm-Strong bracelet designed by one of Storm's friends. **If you would like to contribute to the fund and receive a bracelet please contact Ed Levite at 802-363-5850.** Recommended donations of \$5 or more are greatly appreciated.

The turnout was over the top! Many donors were turned away that wanted to donate because simply we were booked from 9 to 3! Our goal was 20 pints and we more than doubled that! 41 pints collected, 12 first time blood donors! Here is a cool fact... One pint of blood can save the lives of 3 people. Those donated amounts will help over 120 people! This does not include others that donated plasma at the center in the morning of the drive!

Great turn out from the Wealth Builders BNI team! Over 50% of the chapter either donated or participated as hosts during the event.



# 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

### Mollie Lannen

CW Print + Design, Queen City BNI

### Stephanie Mack

Account Mobility, Queen City BNI

## 6 Months Perfect Attendance

### Elizabeth Davidson

Clear Connections Chiropractic, Queen City 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

### Jennifer Kestrel McTigue

Life Vantage, 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

### Larry Hawley

The Vermont Agency, Prosperity BNI

### Travis Spencer

Kinney Insurance, Champlain Valley BNI

### Susan Snider

Mad River Woolery, Crossroads BNI

### Chandra Pollard

Union Bank, Crossroads BNI

### Kevin O'Hara

Liberty Mutual, Integrity BNI

### Brian Bonk

Champlain Chevrolet, Prestige BNI

### Michael Sacco

Stratalyne Business Solutions, The Masters BNI

### Dave Leinaweaver

D K Leinaweaver, CPA, PC, Middlebury BNI

### Chris Morse

Chrimorse.net Computer Service, Middlebury BNI

### Alan Kinney

Kinney Insurance Agency, Prestige BNI

### Tim Monty

Professional Financial Associates, Integrity BNI

### Casey Baczewski

South Burlington Physical Therapy, Wealth Builders BNI

### Daniel Fortin

Goss Cars, Wealth Builders BNI

## New Members - December 2017

**Jamie Kearney**

Anima Mundi Coaching, Queen City BNI

**Jake Holtz**

Local Muscle Movers, Queen City BNI

**John Jacob**

Lendio of Northern Vermont, Wealth Builders BNI

**Linda Winter**

Events R Us Winter Productions, Heart of Vermont BNI

**Wendy Adams**

Delicate Decadence, Heart of Vermont BNI

**Britten Leigh**

Britten Leigh Photography, Heart of Vermont

**Ed Prosser**

Torgorm Property Services, Champlain Valley BNI

**Beth Damon**

Artful Stays and Retreats, Heart of Vermont BNI

**Cathie Ely**

Orchard Valley Waldorf School, Heart of Vermont BNI

**Kristen Baggs**

Community Bank, Integrity BNI

**Jessica Hubis**

Missing Piece Bakery, Prestige BNI

**Tanner Hubis**

Primerica, Prestige BNI

## Renewed Members - December 2017

**John Holzscheiter**

The Vermont Agency, Prestige BNI

**Brian Hass**

VIS Construction Consultants, Champlain Valley BNI

**Evan Webster**

Evan Webster Ink, Shelburne BNI

**Peter Cassels-Brown**

Mountain Energy Design, Wealth Builders BNI

**Jon Anderson**

Anderson Home Inspection, Crossroads BNI

**Theresa Ferrara**

Coldwell Banker Hickok and Boardman, Integrity BNI

**Michael Catsam**

Liberty Mutual, Prosperity BNI

**Lori Bisson**

Bella Capelli Al Sole, Crossroads BNI

**Monica Chapman**

Puroclean, The Masters BNI

**Erik Kolomaznik**

CK Financial Resources, Shelburne BNI

**Steve Hartmann**

Affiliated Associates, Integrity BNI

**David Rubel**

Community National Bank, Heart of Vermont BNI

**Jeannemarie Schinhofen**

Katie's Jewels, Heart of Vermont 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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