



Givers Gain[®] Monthly

From Our Executive Director

Welcome to month 3 of sunshine, Vermont! That April 30th snow storm is well behind us and our businesses and personal lives are blooming like our gardens.

The summer brings some fun benefits to your BNI membership, thanks to the hard work of the BNI Vermont Team. First and foremost is the one year anniversary of **The Business Experience Series!** BNI hosts these monthly workshops so that you can take advantage of knowledge which helps you get the most out of your BNI membership. Between now and the end of August you'll see workshops on building Power Teams, Cashing In on One-to-Ones, and improving your speaking skills with the "What Do You Do?" workshop. Make sure to register at BNIVermont.com - Calendar.

Next is the **6th Annual BNI Vermont Summer Picnic.** Members and their families from all over the state will gather on Friday, August 17th on the Burlington waterfront for food, lawn games, and fun. Bring a potluck item to share, and BNI Vermont will provide the hamburgers, hotdogs, and veggie burgers so that no one leaves hungry. This summer outing is a chance to spend time with your family and network at the same time, Building Relationships and furthering your word-of-mouth reach.

And most importantly comes the biggest event of the year: **Chapter Team Training.** It takes a village to bring your chapter to its full potential, and this annual training is pivotal in bringing your team together. Annual chapter training is

covered by your membership dues. It provides not only insight into the power and nuances of each role within a BNI chapter, but also a chance to network with every chapter in Vermont. Our goal is 100% attendance, and we look forward to seeing you there!

Enjoy the rest of your July, we'll see you at the many fun events this summer, and Happy Networking!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Teaching our Communities to Use BNI

In early May 2018, I was invited to work with BNI's Founder, Dr. Ivan Misner, on a BNI podcast which addressed adding a benefit to BNI membership – getting business from our communities when they contact their local BNI chapter for needed products or services. Imagine being surrounded by a community that knew about their local BNI chapter, and used the professionals in the chapter for all of their personal and professional needs. Right now, thanks to regular advertising, many of our neighbors and friends go to websites such as Angie's List and Home Advisor when they need something. While these websites serve a purpose, they rely on algorithms to help you get a reputable expert. Meanwhile, there's a local BNI chapter with local professionals who vet each other and hold one another accountable. And, unlike many online sites, BNI chapters provide access to more than just Trades – we have amazing health practitioners, legal experts, real estate and marketing professionals, and many other goods and services. Imagine being part of a BNI membership which not only produced referrals from members, but also attracted community members to their business simply because their profile was on BNI Vermont.com. In order for this concept to become a reality, members such as yourself need to take steps to teach friends, family, and clients that BNI is a source for vendors for their business, and professionals for their personal needs. Use your social media and your town's Front Porch Forum to spread the news. In each regional BNI website, simply click on Members and use a search term to find what you need. And BNI members, make sure your BNI Profile is completed as much as possible with lots of keywords to make it easy to find you!

- 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.

June 20: [Episode 563](#): The Referral Part of the Meeting

June 27: [Episode 564](#): What's in the Way Becomes the Way

July 4: [Episode 565](#): LCDs in Your Weekly Presentation (Classic Podcast)

July 11: [Episode 566](#): Collaboration Using BNIConnect

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 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.

[Here We Grow Again!](#)

By Graham Weihmiller, BNI CEO

[Five Tips for Being a Stronger Leader](#)

By BNI Staff

[Packing for a Business Trip?](#)

[Some Must-Remember Travel Tips](#)

By Ivan Misner, Ph.D BNI Founder

[A Referral Partner for Life](#)

By Barb Lynch, BNI Success Partners, Northeast Florida

[Reviewing Industry Rules = Good Business Practice](#)

By BNI Staff

[20 Years of Giving](#)

By Emely Ferrer

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.



Kristen Baggs

Cash Flow Consulting

Community Bank

Integrity BNI • Essex Junction



Benjamin Fuller

Property & Casualty Insurance

The Richards Group

Middlebury BNI • Middlebury



Matthew Walker

Apparel

JC Image

Prestige BNI • St. Albans



Brittany Kirvan

Health & Wellness Coach

Happy Sprouts Wellness

Queen City • Burlington



Making Connections Get Out There! Visiting Other BNI Chapters in Vermont

*By Kristen Ginsburg,
BNI Vermont Ambassador*

I am fortunate that as a BNI Ambassador I have the opportunity to visit chapters all around Vermont each month. I have often thought how valuable it is to connect with businesses from around the state. We have a vast network of professionals available to us here in Vermont and I'd like to encourage you to expand your network by visiting other chapters.

Kristen Ginsburg

BNI Vermont
Ambassador

I have thoroughly enjoyed my visits to your chapters - getting to meet new business owners and to learn about so many different types of businesses in our beautiful state. The resources that BNI has to offer are incredible! We have such diversity, at each meeting I always learn something new.

Personally, I have found many businesses that have helped me grow professionally as a business owner. We have so many unique professions represented in BNI Vermont to help us improve ourselves, help us continue to grow, and to be better managers for our businesses.

I work mostly in Addison County as a personal trainer, and don't care to expand outside of my geographic area to find new clients. So when I visit chapters, I challenge myself to help other members find valuable connections. I listen carefully during your weekly presentations and I try to do what I can to help you make connections with other members in other chapters.

My goal when visiting a chapter is GIVING by finding connections for individual members in my chapter to find new referral partners in other chapters throughout the state. In my travels I'm always encouraging other BNI members to get out there and visit other chapters. You will benefit when you utilize all BNI has to offer to you.

So ask yourself a few questions:

Where do you want to grow your business?

What connections are you looking for? Take some time to think about expanding your contact sphere beyond your chapter to see what connections you can find.

Does your business want to grow outside your geographic area?

What chapters are in the areas you would like to grow?

Spend time doing research on BNI Vermont's website to learn about where other chapters are located and look at the members in these chapters. Identifying members in other chapters that could be good networking partners for you will make these visits more valuable to you.

Before you visit a chapter, make sure to check if your profession is represented there to make sure you don't conflict with another member. Then you can try to set up a 1-2-1 meeting with someone in your contact sphere for before or after the meeting ahead of time, or after you have connected with them at the meeting.

You can visit each chapter 2 times per 12-month period as a guest. Taking the time to visit can build your business relationships with members of other chapters and can result in more referrals. It makes BNI an even more powerful networking tool for you when you make the effort to connect with other BNI members throughout our beautiful state. I look forward to meeting many more of you on my travels to your chapter in the coming year!

About the Author

Member of Middlebury BNI

Meets Mondays, 8:00 – 9:30 am

Middlebury Recreation Center, 154 Creek Road, Middlebury

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

Past Roles: Visitor Host, Mentor Coordinator, Middlebury BNI

BNI Events

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:

Wednesday, July 25, 2:00 – 5:00 pm
Holiday Inn, Williston Road, Burlington

Integrity BNI MSP

Tuesday, July 31, 10:00 am – 1:00 pm
Holy Family Church, Essex Junction

Wednesday, August 15, 5:00 – 8:00 pm

Queen City MSP

Wednesday, August 29, 8:00 – 11:00 am
Holiday Inn, Williston Road, Burlington



Top: June Member Success Program Graduates. Bottom: Champlain Valley BNI MSP.

Save the Date

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.



Calendar of Events

JULY

- 7/25 Member Success Program**
2:00 – 5:00 pm, Fee: FREE for members,
\$25 for non-members
Holiday Inn
1068 Williston Road, South Burlington
- 7/26 The Business Experience Series: Power Teams**
3:00 – 5:00 pm, Fee: \$20 for members
Holiday Inn
1068 Williston Road, South Burlington
- 7/31 Integrity BNI MSP**
10:00 am – 1:00 pm, Fee: FREE for members
Holy Family Church, Essex Junction

AUGUST

- 8/15 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

[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

6 Months Perfect Attendance

Casey Baczewski

South Burlington Physical Therapy, Wealth Builders BNI

Daniel Fortin

Goss Cars, 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

Chapters in the Green

July 2018

**CONGRATULATIONS
CROSSROADS BNI!**

To access your Chapter's Traffic Lights Report, go to:
BNIconnect.com -> Reports -> Chapter -> Chapter Traffic
Lights

New Members - June 2018

[Linda Mahns](#)

Bliss, Wealth Builders BNI

[Brian Vorse](#)

Vorse Construction & Design, INC., Prosperity BNI

[Dave McCluskey](#)

McCluskey Electric, Shelburne BNI

[Shawn Combs](#)

Farrell Lea Farm Landscaping, Wealth Builders BNI

[Katrina Dreamer](#)

Katrina Dreamer Tutoring, Shelburne BNI

[Mesa Tuco](#)

Horizons Home Renovation, Prosperity BNI

[John Wisell](#)

Acorn Painting, Shelburne BNI

[Jose Lastres](#)

CW Print + Design, Crossroads BNI

[Kristin Dearborn](#)

Edward Jones, Heart of Vermont BNI

Renewed Members - June 2018

[Beth Martell](#)

Beth Martell Coaching, Shelburne BNI

[Anita Hoy](#)

Fluidly Moving Body Works, Crossroads BNI

[Mike Lannen](#)

Eternity, Crossroads BNI

[Timothy Boltin](#)

Delicate Decadence, Crossroads BNI

[Mark Browning](#)

Stone & Browning Property Management, Crossroads BNI

[Curtis Wheeler](#)

Wheeler Property Management, LLC, Champlain Connections BNI

[Larry Gilbert](#)

Zoombikes, Heart of Vermont BNI

[Michael Languasco](#)

Movement Mortgage, Champlain Valley BNI

[Nicole Tatro](#)

Elite Health and Wellness, Champlain Valley BNI

[Julie Thorpe](#)

Spruce Mortgage, Shelburne BNI

[Arlene Silva](#)

ContinuityWorks LLC, Heart of Vermont BNI

2018 BNI Membership Extravaganza Winners!

Each year BNI Vermont offers an opportunity for a chapter to win up to \$250 in Chapter Branding when they induct 8 new members between February 1 – June 1, 2018. Three chapters met this challenge head on and will celebrate with a selection of items to promote or “deck out” their BNI chapter!

Congratulations to

[Champlain Connections BNI - 8 New Members](#)

[Crossroads BNI - 9 New Members](#)

[Wealth Builders BNI - 8 New Members](#)

Stay tuned for the 2019 Membership Extravaganza which will be announced in early 2019!

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®