



Givers Gain[®] Monthly

From Our Executive Director

Welcome to June! The summer truly is upon us, which brings with it the balance of enjoying the warm weather with family and friends, along with accomplishing the many things in business that keep us thriving!

June is also the start of Leadership and Supporting Leadership Team transitions! You've completed the Recommendation Form in your chapter to recommend your fellow members, and yourself for roles in the coming term, which helps your current Leadership Team and Director Consultant make the tough decision choosing first, second and third choices for your next President. By mid-July you and your fellow members will confirm your roles for the 2018-2019 term, and we'll all gear up for **Chapter Team Training on Monday and Tuesday, September 10th and 11th** in South Burlington. When 100% of your chapter attends Chapter Training in September, your chapter will be awarded with \$250 in chapter branding! Whether you'd like a banner with your chapter name and details, outdoor signage, or BNI books, BNI Vermont looks forward to celebrating your chapter's incredible, full participation.

Now that summer is finally here, don't forget to mark your calendars for the **Annual BNI Vermont Summer Picnic on Friday, August 17th**! Members and their families from all over Vermont get together for this potluck barbeque at Oakledge Park on Burlington's waterfront. Dress casually, bring a potluck item to share, bring your pets on leashes, some lawn games, and join in the fun. Just like the BNI Awards Banquet, this is an annual event not to be missed!

We here at BNI Vermont would like to thank you deeply for your commitment to Life Long Relationships and the power of word-of-mouth! Because of you, we truly are *Changing the way Vermont does business!*



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Unlimited One-to-One Potential - Part II

Our One-to-One (121) time is powerful, holds amazing potential, and can literally change our lives and our businesses. It's for these reasons that a basic BNI membership includes a minimum of one per week, and your chapter commonly encourages more than one a week. So what do you do in your 121s that gets results? Like most successful people, you definitely prepare – you send your 121 Partner your 121 worksheets a week in advance, you review your 121 Partner's website and social media pages to see what's top-of-mind in their business, and you spend time considering the goals you have for the 121. You do all of these things because you know that success doesn't happen by accident. Success is a combination of habits that lead to results, and you get results! The next step is how you 'set the tone' in the meeting. Some of us accidentally get caught up in the 'friendship' of our relationship which results in 60 to 90 minutes spent talking about weather, personal stories, or (even worse) complaining about situations we've been through recently. In order to get the best results from your 121s, you always want to start with 'hellos' and efficiently get to sharing what goals you have for the meeting. Do you want to find a referral for your partner? What about teaching them something very specific about your business? How about asking for their input about something you're considering for your business? Or, asking them something specific about their business that you want to learn about! And when all is said and done, end each 121 with follow up – reach out to your 121 Partner with a thank you card, an introduction, or, even better, a referral. With these significant actions, what the results from your 121s skyrocket!

- 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.

May 23: [Episode 559](#): Don't Thank the Speaker (Instead of Making a Referral)

May 30: [Episode 560](#): I Hit HIDWAL

June 6: [Episode 561](#): Is a Facebook Endorsement Really a Referral? (Classic Podcast)

June 13: [Episode 562](#): How to Get 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.

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.

5 Ways to Create Your Remarkable Life in BNI

By Graham Weihmiller, BNI CEO

BNI's 2018 Global Convention:

The Top Three Things You Need to Know

By BNI Staff

The True Meaning of BNI

By Ivan Misner, Ph.D BNI Founder

BNI Expands to Guatemala

By BNI Staff

June BNI Foundation Update

By Emely Ferrer

The Referral Confidence Curve

By Justin Brande, BNI Vermont Director Consultant

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.



Liz Perkins

Aroma Therapist

doTERRA

Champlain Connections BNI • Burlington



David Beckett

Residential Real Estate

David Beckett at Chenette Real Estate

Champlain Valley BNI • South Burlington



Charles Goodman

Construction-General Contractor

Goodman Construction, Inc.

Crossroads BNI • Berlin



Shawn Shouldice McShane

Public Relations

Capital Connections, LLC

Heart of Vermont BNI • Montpelier

From the BNI Team



**“It’s just not working out.”
“This isn’t turning out how
I thought it would.”**

*By Richard Fox,
BNI Vermont Director Consultant*

Richard Fox
BNI Vermont
Director Consultant

Break-ups are hard in any relationship, but BNI break-ups can wound a bit more. I’ve witnessed more than my fair share of BNI breakups, so I understand the sting of watching a referral partner, a colleague, and (sometimes) a friend walk out of the Chapter, rarely to return. And if they do return, whether to visit or substitute, it’s not the same, is it? No, you will never rekindle that

relationship no matter how hard you refer or how much you invite.

This is why you must make your BNI relationships break-up proof:

First, never be afraid to tell them how much you appreciate them. Talk to them about what they have done for you and how it has made a difference in your business. Tell them when a referral they provided really worked out, but also discuss the failed referrals with them and help them learn from those mistakes.

Second, be honest about your needs. Explain exactly what gets your business going: the specific referrals, the types of businesses or referral partners you need to satisfy your desire for financial and professional success. Do not be afraid of asking for something or someone that seems unattainable – you will never know what your referral partner can do for you unless you ask.

Third, ask them about their needs. Your business cannot be all about you – you must give before you can receive, so help them explore new referral sources and listen as they explain their goals and how you and BNI fit in to them. If they have concerns, hear them out and ask how you can help.

Fourth, work! Relationships are work, and business relationships require at least as much effort as any other partnership. Do not count on the three minutes you see your favorite referral partner during Open Networking each week to be enough: find time for just the two of you. Make 1-1’s a regular part of your week, and go into each one with a plan on how you can help your referral partner.

If you take these steps and invest yourself completely in your relationships, your relationship is sure to succeed!

Until it doesn’t.

Because there will always be some members who, no matter the effort and education you bring to bear, will still not see the benefit of BNI to their business. They will claim that their business is “different”, that BNI “just isn’t working” for their business. And they are right – it is not working. Because they are not working.

BNI Vermont has had members from nearly every conceivable walk of life and profession: mushroom dealer, dog trainer, spiritualist, you name it, we’ve had it. And all of them have been able to succeed when they were willing to invest in the relationships and the work necessary to succeed. The fact is, BNI is like many endeavors in that if you are doing it right, it takes more effort to fail than to succeed.

We cannot make every BNI relationship break-up proof. We can commit to invest in the process and our relationships and try to help others along with us. But if things do not work out and a member leaves, if you have put in the work you can then honestly say “It was you, not me” and live to bill another day.

About the Author

Member of Champlain Connections BNI

Meets Fridays, 7:30 – 9:00 am

Main Street Landing Great Room, 60 Lake Street, Burlington

Current Roles: Director Consultant, BNI VT, Vice President,
Champlain Connections BNI

Past Roles: Education Coordinator, Growth Coordinator, Membership Committee, President, Champlain Connections BNI, Ambassador, BNI VT

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:

Monday, June 18, 2:00 – 5:00 pm

Holiday Inn, Williston Road, Burlington

Champlain Valley BNI MSP

Tuesday, June 19, 9:30 am – 12:30 pm

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



Top: May Member Success Program Graduates. Bottom: Champlain Connections 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.

6th Annual **BNI VERMONT**
Summer Picnic
FRIDAY
August 17, 2018
4:30 – 9:00PM

**UPPER PAVILION
OAKLEDGE PARK
FLYNN AVENUE
BURLINGTON**

GRILLED BURGERS & DOGS provided

bring your FAMILY & FRIENDLY DOGS on leashes

please bring A DISH TO SHARE & BYOB (no glass)

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

JUNE

- 6/18 Member Success Program**
2:00 – 5:00 pm, Fee: FREE for members,
\$25 for non-members
Holiday Inn
1068 Williston Road, South Burlington
- 6/19 Champlain Valley BNI
Member Success Program**
9:30 am – 12:30 pm, Fee: FREE for members,
\$25 for non-members
The Pines Community Center
7 Aspen Drive, South Burlington
- 6/26 The Business Experience Series:
From Coffee to Closing**
3:00 – 5:00 pm, Fee: \$20 for Members,
\$30 for non-members
Holiday Inn
1068 Williston Road, South Burlington

JULY

- 7/11 Visitor Host Training**
3:30 – 5:00 pm, Fee: \$30 for members
Holiday Inn
1068 Williston Road, South Burlington
- 7/11 Mentor and Mentor Coordinator Training**
5:00 - 6:30 pm, Fee: \$30 for members
Holiday Inn
1068 Williston Road, South Burlington
- 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

[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

Tim King

Timothy King Attorney at Law, Middlebury BNI

Casey Baczewski

South Burlington Physical Therapy, Wealth Builders BNI

Daniel Fortin

Goss Cars, Wealth Builders BNI

Robin Freeman

Law Office of Caroline S. Earle PLC, Heart of Vermont BNI

Madelief Becherer

Green Legacy Builders LLC, Heart of Vermont BNI

Beth Martell

Beth Martell Coaching, Shelburne BNI

Heather Belanger

A. White & Son, Queen City BNI

Johannes Ziegler

JZ Carpentry LLC, Champlain Valley BNI

Rick Gomez

RVG Electrical Services LLC, Wealth Builders 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

Michael Townsend

Chiropractic First, Wealth Builders BNI

Amy Escott

Escott Legal Services, PLC, Queen City BNI

Jessica Hubis

Missing Piece Bakery, Prestige BNI

Melendy Comey

cabi-Independent Stylist, Prosperity BNI

Robert Shea

Rob Shea Carpentry, LLC, Integrity BNI

Russell Bibens

RW Bibens Renovations, LLC, The Masters BNI

Tanner Hubis

Primerica, Prestige BNI

New Members - May 2018

Dave Barker

Carpenter & Costin, Middlebury BNI

Brian Stark

Stark Law PLLC, Champlain Valley BNI

Madigan Rollins

Synergy Home Care, Shelburne BNI

Abbott Abbott

System Integrators, Wealth Builders BNI

Katie Paquette

Moments By Kate, Wealth Builders BNI

Kevin Thompson

Curtis Lumber, Champlain Valley BNI

Mickey Wiles

Working Fields, LLC, Champlain Connections BNI

Stacey Porter

Stacey Porter, LMT, Champlain Valley BNI

Tricia Dunn

University Event Services, The University of Vermont,
Champlain Valley BNI

Tim LaBeau

Home Instead Senior Care, Wealth Builders BNI

Chris Duncan

Sunrun / LGCY Power, Crossroads BNI

Tracie Lewis

Great Eastern Radio, Crossroads BNI

Chase Eveleth

The Vermont Agency, Queen City BNI

Colin Santee

Green Mountain Power Washing, Prestige BNI

Abbie Tykocki

Burlington Telecom, Integrity BNI

Renewed Members - May 2018

Aaron Guman

Walking Onion LLC, Heart of Vermont BNI

Darren Maynard

Maynard Clinic of Acupuncture, PLLC, Champlain Connections BNI

Josh Carpenter

Able Paint, Glass & Flooring, The Masters BNI

Matt Horne

Wells Physical Therapy Services, Middlebury BNI

John Kelliher

NRC East Environmental Services, Wealth Builders BNI

Tilyr Dunklow

Summit Chiropractic Center, Champlain Connections BNI

Robert Caneco

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

Michael Rutkovsky

Builders Specialties, Heart of Vermont BNI

Don Hayes

Hayes Law, P.C., Integrity 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®