



Givers Gain[®] Monthly

From Our Executive Director

This time of year finds many of us with one foot in spring and one foot in summer – half our mind is engaged in spring cleaning, wrapping up the school year, and confirming the rest of our 2018 business plans, while the other half of our brain is preparing for vacations and family events and planning for the onslaught of work that hits in the summer months. Here in BNI Vermont, we are no different! The BNI Awards Banquet is complete, and we already have our sights set on the BNI Summer Picnic and Chapter Team Training!

Our Annual BNI Awards Banquet is an opportunity to have fun, celebrate and recognize our fellow members, and do a lot of cross chapter networking! This year was no exception! **Your donations and participation in the Silent Auction raised \$1,700 for the BNI Foundation**, and your attendance made this our biggest event in BNI Vermont history! We recognized the amazing efforts of nearly 75 Vermont professionals along with music, dancing, a photo booth, and 35 incredible sponsors. Expect a state-wide email in the coming weeks which will include the incredible Welcome Video (by Clover Ridge Media) and photos from the banquet!

Now we turn our attention to **Friday, August 17th** and the free **Annual BNI Summer Picnic!** Bring your family and potluck dish for an evening of fun, warm weather, and laid back networking!

Mark your calendars now for **Monday and Tuesday, September 10th and 11th** for your annual Chapter Team

Training. Once confirmed for your incoming 2018 – 2019 role (around mid-July), you will be enrolled in a 3-5 hour course for that role. A reminder that all costs for this training are covered by your BNI Membership Dues since 100% of you attend this training annually. We look forward to putting all of efforts into BNI's core value of *Lifelong Learning*.

Happy networking!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Unlimited One-to-One Potential!

Whether new or experienced in the ways of BNI, we all speak the language of One-to-Ones (121s). We know that our ability to give and get referrals is based on the depth of our relationships with our fellow BNI members, and while the weekly meeting plays a role in battling back the dreaded “out of sight, out of mind” syndrome, the ability to Build Relationships is really accomplished in 121s. A short time back I remember seeing data about a BNI Vermont member who was averaging six to seven 121s per week. In talking with this individual I asked why they had so many 121s and what the results were. This member smiled broadly and simply told me “my BNI membership has resulted in 60-70% of my new business, so I spend 6-10 hours a week doing 121s because they work!” Having come from a successful BNI membership myself, I too can attest to the success I achieved for my business from 121s. And now as a BNI Executive, when I have a chance to speak with a member about the results they’ve achieved from their membership, it is common for me to address how many 121s they are having, and what they are doing in those meetings. The potential for your business is hidden in the insight and connections that come from your fellow BNI members. People help those whom they know, like, and trust, and those characteristics are developed by spending time with each other. The purpose of this month’s networking tip is to encourage you to reflect on the number of 121s you have each week, and to reflect on what you do in those meetings! Stay tuned for next month’s Networking Tip, which will address actions you can take to get better results from your 121s!

- 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.

April 18: **Episode 554:** The Introvert’s Edge

April 25: **Episode 555:** The Go-Giver Influencer

May 2: **Episode 556:** Don’t Show Off, Show Interest

May 9: **Episode 557:** Making a Good Living While Serving the Greater Good (Classic Podcast)

May 16: **Episode 558:** The Ultimate Referral Source
Featuring our very own BNI Vermont Executive Director, Vickie Wacek!

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 Inclusive Leader is Born](#)

By Claudia Lowry, Executive Director –
North & South Peninsula

[Four Questions to Ask about Networking Mentors](#)

By Ivan Misner, Ph.D BNI Founder

[The Power of Ongoing Education and Lifelong Learning](#)

By Peter Ruthenberg, BNI Intrepid,
BNI South Peninsula, South Africa

[The Impact of a One-to-One](#)

Donald Church, BNI Premier, Ft Lauderdale, Florida

[CEO Corner: Big Things on the Horizon for BNI](#)

By Graham Weihmiller, BNI CEO

[Buying a Share in Your BNI Chapter: Part 2](#)

By Braith Bamkin, Executive Director – BNI Melbourne
West & Geelong and Melbourne Central

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.



Kate Dubenetsky
Radio Advertising
Hall Communications
Queen City BNI • Burlington



Molly Goodyear
Social Media Marketing
802 Social
Shelburne BNI • Shelburne, VT



Mark Chaffee
Mortgages
Mortgage Financial Inc.
The Masters BNI • Colchester



Peter Cassels-Brown
Solar
Mountain Energy Design
Wealth Builders BNI • South Burlington

From the BNI Team



The Referral Confidence Curve

By Justin Brande,
BNI Vermont Director Consultant

When was the last time you attended a Member Success Program (MSP)? Did you have a favorite lesson from the course? Every time I attend or teach the MSP, my favorite part is always the Referral Confidence Curve. Do you remember that part? It encourages us to make wise decisions, and practice wise behaviors, in all our BNI dealings. Every

time we do something wise and other BNI members witness it, their confidence in us goes up. If we do this enough times, their confidence in sending us better and better referrals goes up.

It reminds me a lot of a philosophical question of living a wise life you see pop up on the internet every so often; “Would a foolish person do this?” (Yes, I have tamed the language down a bit.) Would a foolish person drink six beers and try to drive? Would a foolish person jump off a bridge into a river without checking if it is safe to do so? If we ask ourselves that question about any action we are considering taking, and the answer seems to be “yes”, then maybe we should think twice. Let’s use that same framework to create a question specific to the Referral Confidence Curve. “Would a BNIer trying to increase others’ confidence in them do [this]?” Would a BNIer trying to increase others’ confidence in them use their smartphone during their meeting? Nope. Would a BNIer trying to increase others’ confidence in them skip a 1-2-1? Certainly not. Would a BNIer trying to increase others’ confidence in them treat a customer or another member disrespectfully? Absolutely not! Ask yourself that question about anything you do or don’t do in BNI.

Climbing the Referral Confidence Curve is easy, it just takes time. Crashing back down to the bottom of The Curve is even easier. It can happen with enough small poor choices, it can even happen in a single instant if the poor choice is severe enough!

Have you ever read the book *How to Win Friends and Influence People*, by Dale Carnegie? The title makes it sound like the purpose of the book is to, well, help you win friends and influence people! But when I read it, I discovered that a much more accurate title would be “*How to be a Compassionate, Civilized Human Being*”.

My discussion regarding the Referral Confidence Curve has been parallel. It seems like the goal of climbing The Curve is just to get more referrals (and that is one of the outcomes), but it’s more about the behaviors that come before that. Let’s make good decisions in our life, and let’s make good decisions in BNI. Not because we expect reward, but because it’s the right thing to do.

About the Author

Member of Integrity BNI

Meets Tuesdays, 8:00 – 9:30 am

Holy Family Church, 28 Lincoln Street, Essex Junction

Current Roles: Director Consultant, BNI VT

Past Roles: Membership Committee, Visitor Host, Mentor Coordinator, Integrity BNI, Ambassador, BNI VT

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:

ADVANCED MSP

Tuesday, May 22, 8:00 am – 5:00 pm

Holiday Inn, Williston Road, Burlington

Monday, June 18, 2:00 – 5:00 pm

Holiday Inn, Williston Road, Burlington

Champlain Valley BNI MSP

Tuesday, June 19, 9:30 – 12:30 pm



Quarterly Leadership Round Table.

Save the Date

Mark your calendar for the annual BNI Summer Picnic on **Friday, August 17!** Come down to the Oakledge Park Upper Pavilion, bring your families, and your friendly dogs on leashes 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! Parking *6 for Burlington Residents, *8 non-residents.

TO REGISTER GO TO THE **BNIVERMONT.COM** EVENT CALENDAR

Calendar of Events

MAY

- 5/22 Advanced Member Success Program**
8:00 am – 5:00 pm, Fee: \$125, members only
Hickok & Boardman Building
346 Shelburne Road, Burlington
- 5/22 Member Success Program**
1:00 – 4:00 pm, Fee: FREE for members,
\$25 for non-members
Holiday Inn
1068 Williston Road, South Burlington
- 5/22 Quarterly Membership Committee Training**
4:00 – 6:00 pm, Fee: for members \$30
- 5/23 The Business Experience Series:
The Art of Referrals**
3:00 – 5:00 pm, Fee: \$20 for Members,
\$30 for non-members
- 5/23 BNI Visitors! From Invitation to Follow Up**
3:00 – 3:30 pm, Fee; FREE
- 5/30 BNI Connect: Beyond the Home Page:
Stats and Reports**
3:00 – 3:30 pm, Fee: FREE

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

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

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

[Register for Events](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Tim King

Timothy King Attorney at Law, Middlebury BNI

David Gold

Edward Jones, Crossroads BNI

Mollie Lannen

CW Print + Design, Queen City BNI

Barbara Dozetos

Above the Fold Marketing, Champlain Valley BNI

6 Months Perfect Attendance

Tim King

Timothy King Attorney at Law, Middlebury BNI

Larry Hawley

The Vermont Agency, Prosperity BNI

Susan Snider

Mad River Woolery, Crossroads 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

Mike McCarthy

Suncommon, Prestige BNI

Rick Gomez

RVG Electrical Services LLC, Wealth Builders BNI

Rosann Kramer

Runway Auto, Champlain Connections 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

New Members - April 2018

Alex Wood

O.C. Power Solutions, Crossroads BNI

Charles E. Goodman

Goodman Construction, Inc., Crossroads BNI

Jason Barnard

Barnard & Gervais, Wealth Builders BNI

Roslyn Haldane

Tender Loving Home Care, Crossroads BNI

Sarah White

LifeMap, Crossroads BNI

Jacob Gouge

Gouge Electric, Heart of Vermont BNI

Denise Juairé

Dee's Catering Service, Prestige BNI

Tammy Thomas

Champlain Chevrolet, Prestige BNI

Ian Shea

Rob Shea Carpentry, Wealth Builders BNI

Katie Frederick

Applied Solutions Consulting, LLC, Wealth Builders BNI

Gray Jensvold

Queen City BNI

Shawn Zwick

Servpro Burlington/ Middlebury, Queen City BNI

LJ Nieulant

Inspirator, Queen City BNI

Justine Pattantyus

Spark Life International LLC, Queen City BNI

Richard Moore

An Edge Beyond, Middlebury BNI

Ellen Gurwitz

De-clutter Me!, Champlain Connections BNI

Paul Cirignano

SunRun, Champlain Connections BNI

Sarah Tymula

Jericho Cafe & Tavern, Champlain Connections BNI

Taite Carpenter

Concept Mov3, Champlain Connections BNI

Amey Radcliffe

Gotham City Graphics, Queen City BNI

Paul Richardson

Richardson Photography, Crossroads BNI

Karen Lougee

Vox Radio Group Star 92.9, Wealth Builders BNI

Olga M. Mardach-DuClerc L.Ac

Earth Mama Acupuncture & Herbal Medicine, Queen City BNI

Renewed Members - April 2018

Robert Diaco

Signarama, Wealth Builders BNI

Jeff Pierce

Crosshair Communications, Wealth Builders BNI

Chris Morse

Chrimorse.net Computer Service, Middlebury BNI

Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury BNI

Todd Lefkoe

Vermont Spineworks and Rehabilitation, Middlebury BNI

Mike Quinlan

Clover Ridge Media, Middlebury BNI

Jolita Sakamanite

Brilliant Massage Therapy, Integrity BNI

Justin Brande

Vermont Custom Chiropractic, Integrity BNI

Nicholas Martin

Burlington Telecom, Champlain Connections BNI

Bob Schwartz

Great Northern Construction, 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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