



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly

From the Executive Director

Merry December to you all! It may be a bit on the ‘snow-less’ side of things for Vermont this time of year, but I hope you are all taking advantage of the easy driving!

BNI Vermont is in full swing, even with 2015 coming to a close. We just welcomed new BNI Vermont Director Consultant, Megan Waite, to the team and have enjoyed bringing her perspective and inspiration to our chapters! A huge thank you and round of applause for Megan!

Also, keep your eyes peeled for a state-wide survey due to come out to BNI Vermont Members in early 2016 to address a change in BNI Vermont going forward. We are gearing up to add a series of projects in the BNI Regional Office that will boost your chapter’s visitors, boost BNI’s reputation in the community and the state, and increase the impact of your business through your involvement in BNI. The question is... what will those projects be? That’s where you come in. We’ll be looking for your ideas and opinions about what this organization could be doing for you going forward. Specifically, actions that cost you zero time and zero money. Sounds good, right? Be sure to put in your two cents when the survey comes out!

We hope that you’ve experienced amazing success and enjoyment over the past 12 months, and are greatly looking forward to what 2016 will bring to us all! Merry, Happy, Joyous holidays to you all and we’ll see you in 2016!



Vickie Wacek
BNI Vermont Executive Director

Changing the Way the World Does Business[®]

“Without vision, we are blind to opportunity.”

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Continuing Education



“The miracle is not that we do this work, but that we are happy to do it.”
– Mother Theresa

What is the Difference Between a BNI Director Consultant and a BNI Ambassador?

You’ve seen them at your meetings, but who are they, and how are they helping your Executive Director grow her business with BNI? As your business grows, you bring on interns and employees—your regional BNI does the same thing. In the last two years the number of Vermont BNI members has doubled, and although your Executive Director is very motivated to work one-to-one with every member statewide, it’s simply not possible. In order to keep your BNI experience profitable and inspiring, and to maintain transparency in BNI, your Executive Director has brought in Ambassadors to help her. An Ambassador is “a person who acts to promote a specified activity.” In the case of BNI, an Ambassador is a BNI member and volunteer who comes to your meetings to share ideas, listen to your needs and to promote BNI. An Ambassador has 6+ hours of special training to take on their role. A Director Consultant is “a professional who provides expert advice in a particular area.” A “D.C.” is a BNI member, and part-time BNI employee, who consults for your chapter. They are responsible for making sure that your chapter is successful from year to year, and can be known to ‘hold your Leadership Team accountable.’ This is why your Director Consultant visits on a regular basis every 4-8 weeks. They complete over 24 hours of D.C. Training from BNI Headquarters in order to take on their role. So the next time an Ambassador or a Director Consultant comes to your chapter, thank them for what they do for you! BNI Vermont wouldn’t be able to do what it does if it weren’t for their time, their effort, and their passion for Givers Gain®!

BNI Podcasts

CEU Links

BNI Podcasts

BNI The Power Of One Podcasts

Success Through Referrals Podcasts

SuccessNet e-Newsletter

Givers Gain® e-Newsletter

★ 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 8-15 minute Podcast featuring tips and information on Word-of-Mouth Networking. For BNI members, these podcasts help provide insight on how to utilize their membership to gain personal and professional development and financial success.

November 18: [Episode 407: Fear of Speaking](#)

November 25: [Episode 408: The Secret to Balance \(Classic Podcast\)](#)

December 2: [Episode 409: The Go-Giver](#)

December 9: [Episode 410: Low Absences = More 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 to access these podcasts at any time.

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.

Give yourself some credit!

Each podcast you listen to counts as one Continuing Education Unit (CEU). Remember to enter your CEUs on BNICconnect.com!

BNI Branding

Interested in accessing the BNI logo and using it? We have just the website for you: www.BNIBranding.com. This website provides the BNI Branding Standards as well as a variety of high resolution images for download. Contact your chapter's Director Consultant for a Username and Password.

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. This month's newsletter covers topics on:

From the Founder: [7 Tips to Boost Employee Engagement and Create a Culture of Success - Why you must become a leader worth following.](#)

By Dr. Ivan Misner & Jack Canfield

Words of Wisdom: [Applying Military Strategy to Your Work - Become a victor by following these 3 principles.](#) By Brian Tracy

Art of Networking: [Painting a Better Picture of Networking - How prepping for a referral opportunity makes all the difference.](#)

By Jill Bode, PR Chick, BNI Central Indiana

To the Next Level: [Accelerate Your Success with Daily Reviews -](#)

[Discover the importance of reflection.](#) By Paul R. Scheele, Ph.D., Co-founder of Learning Strategies

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.



Richard Fox
Real Estate Attorney
Law Office of Richard J. Fox
Champlain Connections BNI
Burlington, VT



Jessica Novak
Home & Auto Insurance
Liberty Mutual
Wealth Builders BNI
South Burlington, VT



Kyle Burkhart
Business Insurance
Winooski Insurance
The Masters BNI
Colchester, VT



Towanda Geary
Psychologist
Spirited Pathways to Healing LLC
Prosperity BNI
Williston, VT

Quick Links

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BNI.com



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Linkedin

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](#)

[Integrity BNI](#)

[Prestige BNI](#)

[Prosperity BNI](#)

[The Masters BNI](#)

[Shelburne BNI](#)

[Wealth Builders BNI](#)

Should We Do BNI the “BNI” Way?

by BNI Vermont Ambassador, Justin Brande



Justin Brande

BNI Vermont Ambassador

Member of Integrity BNI

Tuesday mornings,
8:00 – 9:30 am
Essex Junction, Vermont

Professional Classification

Chiropractor
Vermont Custom
Chiropractic

Date Accepted to Chapter

July 15, 2014

Chapter Roles Held

Mentor Coordinator (*current*)
Membership Committee
Vice President

Do you routinely question conventional practice? Do you ask “Why?” when someone tells you “You should do it this way.”? If so, you and I are a lot alike. If you did these thing when you first joined BNI like I did, then you hopefully came to the same conclusion regarding BNI policies and best practices at the chapter level. In short; these policies and practices are in place because they work to serve the members of BNI, and are the most effective for that purpose.

If you haven’t done so yet, start listening to Ivan Misner’s podcasts on BNIpodcast.com. One thing you’ll learn from Ivan’s podcasts or his books is that through the decades that BNI has existed, they have tried everything. Ivan and the good folks at BNI have a staggeringly sized test-bed in which to test any and all interesting ideas. “Test bed?” you ask? Yeah, I mean all of us members in the thousands of BNI chapters around the world. I’d like to give some of the examples of experiments that BNI has tried which really struck me as fascinating when I learned about them.

1) Have you ever wondered if a BNI chapter could meet fewer times, perhaps every other week instead of every week? It has been tried and it doesn’t work. Without enough repetitive contact, busy business professionals tend to forget the lessons learned from one another, and even start to forget the other members as the days since the most recent meeting pass by.

2) This leads nicely into the next experiment; why not loosen attendance requirements, or drop them altogether? The outcome was worse than the prior experiment. Try this little thought experiment for yourself: pulling just from your own memory, write down a list of the members of your chapter and the names of each of their businesses. Now find an actual list of your chapter’s members and their businesses to see if you got them all. I bet the names you thought of first are those individuals who have the best attendance, and the names you missed or struggled to remember tend to be those with worst attendance.

3) How about not doing the “Referrals and Testimonials” segment of the meeting so no one is embarrassed when they have nothing to report? Tried and failed. I can say personally, as a person who struggles to create referrals, that the desire to show my fellow members that I’m out there working hard to find good referrals for them is a powerful motivator.

4) And lastly, why not forget about collecting the statistics for the BNI Vermont “Go For The Green” report? (aka the Member Traffic Lights Report) This report is critical for you to understand, and to use for your benefit. BNI quite literally knows that those members “in the gray” are likely to drop out of their chapter in the very near future. On the flip side, members “in the green” stick around because doing the things that put you in the green means that BNI will work very well for you. If you would like to know more about the “Going For The Green” report and how easy it is to use, contact your mentor, your chapter’s LT or supporting LT, a BNI Ambassador, or your Director Consultant.

So, don’t stop asking “Why”, but know that when it comes to BNI, you’re in good hands with tried and tested practices!

From the 2015 BNI International Conference November 5 – 7, 2015 · Long Beach, California

Twice a year I travel to various parts of the country to meet up with BNI International Executive Directors and Director Consultants from all over the world to exchange perspectives and ideas regarding “the BNI member experience”. We share our stories and successes with the mindset of making BNI in our regions more successful for our members.

Each month I will be sharing some of the take-aways from the International Conference with the intention of giving you an idea of what is coming down the pike and to provide you with perspective on how you are using your BNI membership.

A Bigger, Better Vision!

BREAKING NEWS HEADLINES

- BNI University Opens in Singapore! Encourages Giving!**
- BNI Foundation Donates \$10 Million to Childhood Education!**
- BNI Opens Member Lounges in Airports for One-to-Ones!**
- United Nations Partners with BNI for Collaborative Economic Growth!**

At this year’s International BNI Conference, BNI’s CEO, Graham Weihmiller shared a vision with us – the idea of BNI collaborating on a world-wide scale never seen before! The vision of an organization whose members, directors and ambassadors are so committed to giving that the impact of the organization was 100-fold, creating opportunity not only for business, but for equality, health and opportunity for all of Earth’s inhabitants. Imagine if you can a world where Givers Gain® wasn’t a philosophy of some small organization, but became a way of life for all, and what that could do! So, in coordination with BNI Executives from all over the world, Graham has set this goal...

500,000 BNI Members Worldwide by December 31, 2020

And BNI Vermont is a part of this goal – setting the impact of Givers Gain® here in Vermont to reach 500 members by that date! We look forward to seeing your business and personal success increase as this organization works to create a world of Givers Gain®!

BNI Vermont Wins An Award!

Being the small region that we are, when compared with the population of most other parts of the world, BNI Vermont is not commonly recognized at BNI Conferences. However, for the first time in BNI Vermont history, our name was heard by over 800 attendees at an international conference! The reason for our award was the over \$1,500 donation that BNI Vermont made to the BNI Foundation in May 2015! We raised these funds through the Second Annual BNI Vermont Awards Banquet, and plan to do it again in 2016! Congratulations BNI Vermont members for your part in this wonderful award!



Welcome New BNI Vermont Director Consultant, Megan Waite

Megan Waite, four year BNI member and member of Prosperity BNI, attended her first BNI Conference and over 24 hours of training to join the Director Consultant team here in Vermont! We’re very happy to have Megan as part of our team and yours!



*BNI Vermont Executive Director, Vickie Wacek and
Director Consultant, Megan Waite.*

BNI Events

New BNI Chapters Forming!

If you are interested in helping someone you know get a BNI chapter started in their town, do not hesitate to reach out to the BNI Vermont Regional Office. Here's a list of towns in Vermont that are currently working to get BNI chapters up and running.

Bennington
Brattleboro
BURLINGTON

MIDDLEBURY
Milton
Montpelier

Richmond
Rutland
Springfield



Calendar of Events

December

12/16 **Burlington BNI Information Meeting**
11:30 am – 1:30 pm
Fletcher Free Library, Cost: FREE

March

3/7 **BNI Vermont Leadership Team Roundtable**
8:00 – 11:00 am
Richmond Free Library
Cost: FREE

3/18 **Champlain Connections BNI Visitors' Day**
7:30 – 9:30 am
Main Street Landing, Burlington
Cost: FREE

April

4/28 **3rd Annual BNI Vermont Awards Banquet**
5:30 – 9:30 pm
Sheraton Burlington,
Emerald Ballroom
Cost: \$30/person

For any of the Events listed above

[Register Here](#)

Member Success Program

Join BNI Vermont Ambassador David Beckett for the next MSP! This course is required for all new members within their first 60 days of membership and is recommended yearly for all members. Next Scheduled MSPs:

2016 Dates TBD

(Visit Event Calendar on BNIVermont.com)

Bevo, 70 Roosevelt Hwy, Colchester



November Member Success Program Graduates.

Quarterly BNI Vermont Leadership Team Roundtable

Thank you to all of Vermont's Presidents, Vice Presidents and Secretary/Treasurers for joining us for this term's first Leadership Team Roundtable! This amazing event held on December 7th in Richmond, Vermont featured discussions on Chapter Business Plans and Vision Statements, plans for BNI Vermont's future projects and actions, as well as many other topics! We look forward to our next roundtable rendezvous in March 2016!



Leadership Roundtable Meeting.

Member Recognition

7

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Barbara Dozetos Above the Fold Marketing, Champlain Valley BNI

Diana Sheltra Sheltra Tax & Accounting, Integrity BNI

Jeff Greene New York Life, Shelburne BNI

Madigan Rollins Synergy Home Care, Shelburne BNI

Michael Hughart Winooski Insurance, Integrity BNI

Tilyr Dunklow Summit Chiropractic, Champlain Connections BNI

6 Months Perfect Attendance

Brian Bonk Champlain Chevrolet, Prestige BNI

Nate Yandow Duke's Physical Fitness, Prestige BNI

Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI

Gary Sheridan L. Brown and Sons Printing, Champlain Valley BNI

Liz Perkins Liz Perkins Nourishing, Prosperity BNI

John Trahan Syntek Global, Prestige BNI

Keith Harvey State Farm, Integrity BNI

Laura Manfred Crossroads BNI

Nate Muehl NMA Financial, Prestige BNI

Rod Cain Rod Cain Massage, Champlain Connections BNI

New Members – November 2015

Jordan Handy Law Office of Jordan C. Handy, Champlain Connections BNI

Gillian Randall Gillian Randall Photography, Champlain Connections BNI

Rowen Beck Beck on Media, Champlain Connections BNI

Jaimeelyn Gaboriault Gaboriault & Sons Property Maintenance,
Champlain Connections BNI

Beth Ann McFadden McFadden Academy of Irish Dance,
Champlain Connections BNI

Mallory James Liberty Mutual, Champlain Valley BNI

Kaitlyn Raymond Kaitlyn Raymond State Farm, Champlain Valley BNI

Michael Sommers Sommers Chiropractic, Shelburne BNI

Andrew Duhamel VT Terrain, Shelburne BNI

Jeffrey Lawson Apiary Media, Shelburne BNI

Peter Post Post Construction VT, Shelburne BNI

Alice Lissarrague Lissarrague College Guidance, Shelburne BNI

Renewed Members – November 2015

Bruce Blokald PayaData Workforce Solutions, The Masters BNI

Peter Cassells-Brown Mountain Energy Design, Wealth Builders BNI

Rich Jones State Farm Insurance, Crossroads BNI

Angela Poirier Peoples Trust Company, Prestige BNI

Brian Bonk Champlain Chevrolet, Prestige BNI

Jimmy Matas Handy Buick GMC Cadillac, Prestige BNI

Lisa Cruser Allstate Insurance, The Masters BNI

John Cooney Paychex Inc., Champlain Valley BNI

Scott Lowe A la Carte Web Marketing, Champlain Valley BNI



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