

Givers Gain[®] Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

From Our Executive Director

Happy December, BNI Vermont! This time of year brings so many new perspectives and opportunities as we gather with family and friends and gear up for the new year! But this time of year can also bring a lot of added ‘holiday stress’ as we navigate the many gatherings and holiday planning. We here in the regional BNI office encourage you to turn to your BNI chapter for that extra pat on the back and support needed to celebrate the successes and shoulder the stresses.

Speaking of the holidays, it’s hard to forget all of the shopping! BNI is a big proponent of shopping local and keeping your money local to support and bolster the economy in your area! There are so many unique and wonderful professions represented throughout our BNI region, and we encourage you to visit www.BNIVermont.com and check out the “Find A Member” tab to search for various gift-giving professions! Or better yet, take some time to click on “Chapters” and peruse the chapters one-by-one to look through who is represented throughout the state! Imagine the impact we can make on one another by shopping local through BNI!

And with the closing of 2016, don’t think we’re resting here in the BNI Vermont Regional Office! We never sit still, and are always working on the many ideas that you bring to us throughout the year! Earlier in 2016 we sent out a survey asking for your feedback for future BNI programs, and we look forward to bringing more and more of those to fruition in the months and years to come!

Happy holidays everyone! Drive safe, stay warm, and we’ll see you in 2017!



Vickie Wacek
BNI Vermont Executive Director

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Continuing Education



*“The single greatest “people skill” is a highly developed & authentic interest in the **other** person.”*

– Bob Burg

Monthly Networking Tip: BNI and Politics

A year ago I was catching up with a Vermont BNI member when another member from her chapter walked by. The member I was speaking with me turned and whispered to me, “Did you know she’s a Trump/Hillary (doesn’t matter) supporter!?!” I was shocked! And not because the other member supported a specific candidate, but because this member would say something with such venom! Let’s get to the point – **there is no place for politics in BNI**. We are a Relationship Marketing organization. We build one another up through long-term, positive, supportive relationships. Regardless of your individual passion in the political arena, the political choice of your fellow BNI members is a moot point. The important points when referring someone is not who they are voting for, but is based on their professionalism, their passion for their industry, and your trust in their professional reliability (the Referral Confidence Curve). This political year has favored the ‘you versus me’ and ‘I will judge you’ perspectives, which are the antithesis of Givers Gain® and everything BNI stands for. So, allow me to share with you how I reacted in the above situation. I didn’t gossip, I didn’t share my political views, and I didn’t decide that the other member was less of a person. Instead, I asked “Do you trust her and what she does as a professional?” I’m proud to say that this member’s response was “Yes, of course.” To which I replied, “Then her political views don’t matter.” Avoid judging others – and please do not discuss politics at any time during your BNI experience. In your meetings, in One-to-Ones, at BNI mixers – BNI is not the proper place to discuss politics. - Vickie Wacek, Executive Director, BNI Vermont

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 16: [Episode 483: Communicating Using BNIConnect](#)

November 23: [Episode 484: The Networking Trick to Increase Business](#)

November 30: [Episode 485: The Thin Line](#)

December 7: [Episode 486: Inviting Visitors to Your Featured Presentation](#)

December 14: [Episode 487: Creating A Life Plan](#)

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 BNIconnect.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.

Resources Previously Available on BNI.com Moving to BNI Connect

Submitted by Eden Creamer, Global Marketing Coordinator,
BNI Global Support Team

Register Now: CEO Graham Wehmiller Kicks Off BNI's New Webinar Series

Submitted by Eden Creamer, Global Marketing Coordinator,
BNI Global Support Team

The Hard Path is Easier

By Dr. Ivan Misner, BNI Founder and Chief Visionary Officer

Weekly Meeting Stimulants, Part Two

Submitted by James Vineeth, BNI Dynamic, Coimbatore, India

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.



Barbara Dozetos
Online Marketing
Above the Fold
Champlain Valley BNI
South Burlington, VT



Larry Hawley
Health, Life, Disability
Insurance
The Vermont Agency
Prosperity BNI
Williston, VT



David Rose
Computer Services
Rose Computers
Wealth Builders BNI
South Burlington, VT



Laura Manfred
Massage Therapist
Inspire, LLC
Crossroads BNI
Berlin, VT

Quick Links

BNIVermont.com

BNI.com



Like us on
Facebook



Follow us on
Twitter



Find us on
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

Middlebury BNI

Prestige BNI

Prosperity BNI

Queen City BNI

The Masters BNI

Shelburne BNI

Wealth Builders BNI

Create Buzz about your BNI Chapter with Social Media!

by BNI Vermont Ambassador, Molly Goodyear



Molly Goodyear
BNI Ambassador

Member of
Shelburne BNI
Thursday mornings
8:30 – 10:00 am
Trinity Episcopal Church
Shelburne, VT

Professional Classification
Social Media Marketing
802 Social

Chapter Roles Held
Secretary/Treasurer and
Ambassador BNI VT (*current*)

**Need to reach your
Director Consultant or
an Ambassador?**

[Click Here](#)

Since 1985, Business Network International has been dedicated to helping businesses connect with each other and their audience. As the world's leading referral organization and an emphasis on networking, it's not surprising that they are huge proponents of using social media. For example, did you know that 78% of the U.S. population has at least one social media network profile?

BNI and social media are a natural fit. As a BNI member, we can enjoy the opportunity to visit chapters locally, or anywhere in the world for that matter. As a BNI member on social media, we have the opportunity to connect virtually even quicker.

Here are four easy ways you can leverage your BNI membership alongside social media:

1. Advertising Guest Speakers or Member Presentations

An important part of the weekly BNI meeting are the member presentations and guest speakers. These give us the chance to learn more about our fellow members or pick the brain of a special guest. Using social media to promote these presentations is a great way to expand your own reach and connect with their audience, too.

2. Connecting With Other Chapters

BNI chapters operate by themselves with their own weekly meetings and unique member group, but there's plenty of opportunity to grow by networking with other chapters, too. We can use social media to connect with them and share advice. It's also important to keep in mind that another group might not have a real estate agent, for example, so the real estate agent in your BNI group may be able to find some very valuable referrals through these connections.

3. Advertising to Grow Your Chapter

Finding new members is the key to keeping your chapter fresh. After all, new members mean more knowledge and referrals to share. Staying active on social media gives you a chance to constantly attract new professionals and a platform to directly advertise if necessary.

4. Highlighting Members and Testimonies

Your members are the lifeblood of your BNI chapter. Social media provides a terrific platform to share their successes, stories, and testimonials. By highlighting how BNI has brought them success, you'll shine a great light on your chapter and help it keep growing.

Take a little time over the next few days and connect with others in your chapter, as well as other members outside of your chapter. Not only will this expand your network, but will also help to build their network as well. It's all about Givers Gain, right?

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	Manchester	Richmond	Stowe
Brattleboro	Milton	Rutland	Waitsfield
	Montpelier	St. Johnsbury	

Member Success Program

Have you attended a Member Success Program recently? Has it been more than six months? More than a year? 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 **all 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!

Thursday, January 19, 5:00 - 8:00 pm
Location: Bevo
 Roosevelt Highway, Colchester



November 2016 MSP Graduates.



Advanced MSP Graduates.



Calendar of Events

December

- 12/15 BNI Connect Webinar - Online Renewals in BNI Connect**
3:00 – 4:00 pm, Fee: FREE
- 12/19 BNI Connect Webinar - Step 1: Complete Your Profile**
3:00 – 4:00 pm, Fee: FREE
- 12/19 BNI Vermont Marketing Feedback Forum**
4:00 – 5:00 pm, Fee: FREE
- 12/20 BNI Connect Webinar - Step 2: Giving & Tracking Referrals Online**
3:00 – 4:00 pm, Fee: FREE
- 12/21 BNI Connect Webinar - Step 3: Connecting with Other Members**
3:00 – 4:00 pm, Fee: FREE
- 12/28 BNI Connect Webinar - Step 4: Member Tools & Reports**
3:00 – 4:00 pm, Fee: FREE
- 12/29 BNI Connect Webinar - Step 5: Inviting and Registering Visitors**
3:00 – 4:00 pm, Fee: FREE

January

- 1/19 BNI Member Success Program**
5:00 - 8:00 pm, Fee: \$15 for Members, \$30 for Non-Members

February

- 2/6 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Fee: FREE
- 2/7 BNI Member Success Program**
2:00 – 5:00 pm, Fee: \$15 for Members, \$30 for Non-Members

For any of the Events listed above

[Register Here](#)

BNI Updates

The 2016 BNI International Convention November 17 – 19, Garden Grove, California

Each year, as part of my role as Executive Director of your BNI Vermont region, I get the honor of traveling to the International BNI Convention. The point of my most recent trip (November 10 – 12) and its nearly 30 hours of non-stop 121s, Break Out Sessions and various Meetings is so that I can gain perspective and insight from Director Consultants, Executive Directors and National Directors of BNI from around the world! This was my tenth BNI Conference in five years, and the information gleaned from this experience was extraordinary! Over the next 3 Givers Gain Monthly Newsletters I will be sharing a wide array of information that will directly impact your BNI experience over the coming years!

BNI is Growing!

The last time I had the opportunity to update you on BNI's growth, we had approximately 180,000 members in 67 countries. As of December 1, 2016, we officially have 210,000 passionate, supportive, collaborating members worldwide in 73 countries! To add to this, in the last 12 month, BNI members worldwide have generated \$10.85 Billion in business for one another! The newest countries to team up with BNI are Macedonia, Estonia, Argentina, Chile, Bulgaria and Indonesia. Should you find yourself in one of those countries, or know someone there, don't be a stranger! Visit a meeting and/or share BNI with them to spread the good word about Givers Gain®! With activity like this, we truly are *Changing the Way the World Does Business!*

BNI & Technology

"BNI" and "Technology" haven't been synonymous in the past, but the BNI Global Support Team is working diligently to change that! There are many new technologies coming our way that are either in process, or are on the docket to launch in 2017 including:

The BNI Mobile App: This much-anticipated addition to your BNI experience has been a top priority of BNI, and it will literally be in your hands in 2017! The app was reviewed at this year's International Convention and has already gone into beta testing with a handful of small BNI regions. The intent is to debug the app well before it is released to the 83,000+ BNI members in the United States. The release date for the United States hasn't yet been announced, but we're expecting no later than second quarter of 2017. I guarantee you that you will be notified of this the day I find out.

Learning Resource Center: There has been a lot of discussion about offering better world-wide access to BNI training, and BNI's Global Support Team intends to create an online Learning Center that is accessible and usable by BNI Members to Executives a like! This is a brand new announcement to us, and there are no further details on what this will include, but with the amazing team with have in the BNI HQ, I know we're in great hands!

Single Sign-On Access: With the many technological additions and upgrades coming to you over the next many years, BNI already has its head wrapped around making sure that you do not have to juggle multiple usernames and passwords. Their intention is that all new technology additions to your membership will have the same single username and password for you to use!

BNIConnect.com Upgrades: This year's convention announced a goal to overhaul BNIConnect! There is already a four quarter plan for 2017, although details were not shared. Thanks to feedback from one of our BNI Vermont members, I sent some ideas to BNI's Global Support Team to add to their consideration for these upgrades and the response from BNI was very positive – "we've got some of these ideas already in the 2017 discussion plan!" Don't count on seeing any major changes in 2017, but know that they are in the works! Changes we may see are the optimization of professional classifications, and improvements to the user interface and layout.



Member Recognition

Monthly Member Traffic Lights Report **PERFECT SCORES OF 100!**

Timothy King Timothy King Attorney at Law, Middlebury BNI

Mollie Lannen CW Print + Design, Queen City BNI

Michael Hughart Winooski Insurance, Integrity BNI

6 Months Perfect Attendance

Jimmy Matas Handy GMC, Prestige BNI

Sam Orfanidis Spectac Health Fitness and Performance, Prosperity BNI

Dan Swider Branded On Demand, Champlain Valley BNI

Jackie Budgor The Empowered Pantry, Champlain Valley BNI

Natanya Lara Natanya Lara Energy Healer, Shelburne BNI

Russ Bibens RW Bibens Renovations, The Masters BNI

Marshall Joe Fleming Baystate Financial, Integrity BNI

Timothy King Timothy King Attorney at Law, Middlebury, BNI

Elizabeth Davidson Clear Connections Chiropractic, Queen City BNI

Katie Delp Good Dog Daycamp, Prosperity BNI

Chris Morse Chrismorse.net Computer Service, Middlebury BNI

Corey Hevrin The Vermont Agency, Champlain Connections BNI

Mollie Lannen CW Print + Design, Queen City BNI

Eric Noel Eric Noel Coaching, Wealth Builders BNI

New Members – November 2016

Ann Moreau Health Integrative, Champlain Connections BNI

Gary Pinckney G.W. Savage Corp., Champlain Connections BNI

Josh Carpentier Able Paint Glass & Flooring, Champlain Connections BNI

Jake Hanley People's Securities Inc., Champlain Valley BNI

Steve Anderson Champlain Valley BNI

David Torrey State Farm Insurance, Crossroads BNI

Lance Gartner Practical Plumbing, Crossroads BNI

Suzanna Bliss Bliss Healing, Crossroads BNI

Steve Mateucci Physician's Revenue Management Inc., Integrity BNI

Alma Medina Jonalu Massage Therapy, Shelburne BNI

Meghan Corbett State Farm Insurance, Wealth Builders BNI

Congratulations to all Chapters in the Green November 2016

Champlain Connections BNI

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



BNI Vermont

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Vickie@BNIVermont.com

Find us on the Web:
www.BNIVermont.com



Renewed Members – November 2016

Al Teodosio Ruplebon, Champlain Connections BNI
Doug Littlefield Shearer Chevrolet, Champlain Connections BNI
Jordan Handy Law Office of Jordan Handy, Esq.,
Champlain Connections BNI
Chandra Pollard Union Bank, Crossroads BNI
Lisa Hallstrom Hallstrom Excavating, Crossroads BNI
Rich Jones State Farm Insurance, Crossroads BNI
Marshall Joe Flemming Baystate Financial, Integrity BNI
Angela Poirier Peoples Trust Company, Prestige BNI
Brian Bonk Champlain Chevrolet, Prestige BNI
Drew Kinney Kinney Insurance Agency, Prestige BNI
Keri Lombarde-Poquette Paul Poquette Realty Group, Prestige BNI
Matt Walker JC Image, Prestige BNI
Adam Ginsburg A. Ginsburg Architects, Shelburne BNI
Dave Garbose Mt. Philo Inn, Shelburne BNI
Doug Marden Law Offices of Douglas R Marden, PLLC, Shelburne BNI
Eric Steele Blue Morpho Technologies, LLC, Shelburne BNI
Ken Brown QBSolutions.com, Shelburne BNI
Molly Goodyear 802 Social, Shelburne BNI
Travis Elliot Dr. Travis J. Elliott Naturopathic Physician, Shelburne BNI