



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly

From the Executive Director

It seems winter has finally come to Vermont and I hope you are getting a chance to enjoy some winter snow activities, whatever those may be.

There's a lot going on at BNI Vermont HQ this time of year behind the scenes of your membership. The one thing you've heard about most recently are the opportunities for you to take possession of the BNI Vermont Booth at one of three expos in Chittenden County: the Vermont Women's Expo on Saturday, March 12, the Vermont Small Business Summit on Wednesday, March 30, and the Vermont Business Expo on Wednesday & Thursday, May 25 – 26. The slots filled up really fast for these opportunities and we're happy to be able to give you and your business the chance to be at the expos for free! Speaking of trade shows, we've heard your request for a possible "BNI Vermont" expo and will be looking into the timing and expenses associated with doing an event like this for and with you.

Another project that takes months of time with many involved individuals is the **Third Annual BNI Vermont Awards Banquet!** This amazing state-wide event is happening on **Thursday, April 28** from **5:30 – 9:30 pm** at the Sheraton Burlington Emerald Ballroom, and includes networking, dancing, state-wide awards, and, the big surprise that is this year's Welcome Video! You will NOT want to miss this! Also, there is a chance that the National Director of the United States, Elyse Wilson, will be flying to Vermont for our event! Tickets will be available for purchase from your chapter's Event Coordinator in early March, but mark your calendars today!



We hope that your 2016 year has started off with a bang! We'll talk with you all again in March!

Vickie Wacek
BNI Vermont Executive Director



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Continuing Education



Monthly Networking Tip: Bring Your Network with You

We all have networks in our lives. Those networks might be the other parents sitting around you at your kid's basketball game or your fellow players in your Volleyball League. It might be the folks you share the church pews with each Sunday, your fellow Rotarians or the folks who volunteer with you at Habitat for Humanity. And networks that we all have in common are our clients, our family and our friends. Many of you have heard this before – BNI is not about selling, but about coaching and building relationships. And when all is said and done, it's those relationships that are the bedrock of your success in this 90 minute weekly endeavor. But it's not just about your relationship with your fellow members, but the relationships you create between your networks and your BNI members. This means that when you come to your weekly meeting, it's about bringing your network with you every week! When your fellow BNI members stand to give their Weekly Presentation, are you mentally combing your networks to think of one person you could contact on behalf of a member? It means a quick phone call, email or 'drop by' to that client to see if they are interested and then creating that referral for the benefit of the other person. Because that's what this is all about – bringing your connections, your outside relationships and your eagerness to share in Givers Gain® that makes being a part of BNI not only fruitful, but enjoyable!

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

– Bob Burg

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.

January 20: [Episode 440: Why the Rules?](#)

January 27: [Episode 441: What's Your Story \(Classic Podcast\)](#)

February 3: [Episode 442: Taking Referrals to the 21st Century](#)

February 10: [Episode 443: Time Spent Networking](#)

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.

[SuccessNet E-Newsletter](#)

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.



Aubrey Bissonette
Embroidery
JoAnn's Uniforms & Embroidery
The Masters BNI



Megan Waite
Health Coach
Does It Fit
Prosperity BNI



Peter Cassels-Brown
Solar
Mountain Energy Designs
Wealth Builders BNI



Brian Lalime
Restorative Cleaning
G.W. Savage
Champlain Connections BNI



Kenneth Brown
Tax Preparation
QBSolutions.com
Shelburne BNI

Quick Links

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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](#)

[Prestige BNI](#)

[Prosperity BNI](#)

[The Masters BNI](#)

[Shelburne BNI](#)

[Wealth Builders BNI](#)

The Power of Green Pages!

by BNI Vermont Director Consultant, Megan Waite

The holidays are finally behind us, the diets have already been broken, the Super Bowl results are in, and now it's time to get back to business. This month we are going to talk about using data to grow your business. I received a call last month from a BNI member looking for a recommendation for a business service not represented in his core BNI group. He said he was calling BNI members "in the green" for a recommendation, as he knew members in the "Green" were the movers and shakers of BNI Vermont and would be the most well connected.

I thought this was an interesting concept, so I put it to the test. Here's what I discovered when I reviewed the data over the last six months: BNI VT members in the green do indeed give AND receive more referrals than those not in the green. What if you threw out your yellow pages and started using the GO For The Green Report as your GREEN PAGES?!

Now, before we start changing the way you do business in Vermont, we must first answer this frequently asked question: "What happens if members are falsifying information into BNI Connect just to go green?" This is where your Leadership Team and Director Consultant come in. Did you know your Leadership Team checks the referrals given and received each week? They review these weekly reports and can measure inputted information against other data to see if the story members are telling is accurate. If there are questions or concerns (I've seen it happen before), your Leadership Team will address this concern with a member regarding the suspected discrepancy. Falsifying information doesn't portray very good business etiquette. You are better off to just "Get 'r Done!"

What business did you miss out on this month because of not being in the Green Pages? We don't know what we don't know. I challenge you to see what single step you could take this moment to raise your name a little higher on the Go For The Green Report this month. It doesn't cost you a single penny of your advertising dollars to be in the Green Pages, so go be a giver today and watch what happens to your business. You may be surprised!



Megan Waite

BNI Vermont Director Consultant

Founding Member of

Prosperity BNI

Prosperity BNI

Thursday mornings

9:30 – 11:00 am

Williston, Vermont

Professional Classification

Health Coach

Does it Fit?

Date Accepted to Chapter

November 1, 2013

Chapter Roles Held

Membership Committee (*Current*)

Secretary Treasurer

Mentor Coordinator

Ambassador

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	MIDDLEBURY	Richmond
Brattleboro	Milton	Rutland
BURLINGTON	Montpelier	Springfield

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:

Tuesday, March 8, 5:00 – 8:00 pm
Thursday, April 7, 1:00 – 4:00 pm
Monday, May 9, 5:00 – 8:00 pm
 Bevo, 70 Roosevelt Hwy, Colchester



January 18, 2016 Member Success Program Graduates.

Advanced Member Success Program

Join us for one of two Advanced Networking Trainings being held in the next few months! This amazing course will cover skills you haven't yet learned to give and get referrals, give your Weekly and Featured Presentations, have productive 1-2-1s and form Power Teams in your chapter!

Tuesday, February 23, 8:00 am – 5:00 pm [Register](#)
(one seat remaining)

Monday, May 23, 2016, 8:00 am – 5:00 pm [Register](#)

Third Annual BNI Vermont Awards Banquet

If you haven't done so already, mark your calendars for the Third Annual BNI Vermont Awards Banquet! As usual, this will be an event you don't want to miss! Bring your significant other and join us for networking, great food and drinks, awards and dancing! This year's event will also feature a photo booth and a surprise Welcome Video. Tickets will go on sale in your chapters in March for \$30 per person and must be purchased in advance. We'll see you then!

Third Annual BNI Vermont Awards Banquet
Thursday, April 28, 2016 • 5:30 – 9:30 pm
 Sheraton Burlington – Emerald Ballroom, Burlington, VT



Calendar of Events

February

- 2/17 BNI Webinar: Connecting with Other Members, Cost: FREE
- 2/18 BNI Webinar: Member Tools & Reports, Cost: FREE
- 2/19 BNI Webinar, Inviting and Registering Guests, Cost: FREE
- 2/22 BNI Webinar: Chapter Goals for LTs, Cost: FREE
- 2/23 Advanced MSP (hosted by Champlain Valley BNI)
8:00 am – 5:00 pm
McGillicuddy's On The Green, Colchester, Cost: \$125
- 2/23 BNI Webinar, LT Tools & Reports
Cost: FREE
- 2/24 BNI Webinar: Chapter Web Pages
Cost: FREE

March

- 3/7 BNI Vermont Leadership Team Roundtable, 8 – 11 am
Richmond Free Library – Free
- 3/7 BNI Webinar: Complete Your Profile Cost: FREE
- 3/8 BNI Member Success Program
Bevo, Colchester
5 – 8 pm, Cost - \$15
- 3/8 BNI Webinar: Giving & Tracking Referrals Online, Cost: FREE
- 3/9 BNI Webinar: Connecting with Other Members, Cost: FREE
- 3/14 BNI Webinar: Member Tools & Reports, Cost: FREE

For any of the Events listed above

[Register Here](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Michael Hughart Winooski Insurance, Integrity BNI
Tilyr Dunklow Summit Chiropractic, Champlain Connections BNI
Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI
Dave Buckland Buckland Consulting, Shelburne BNI
Diana Sheltra Sheltra Tax & Accounting, Integrity BNI
Jay Cummings Peoples Trust Company, Prestige BNI

6 Months Perfect Attendance

Brian Bonk Champlain Chevrolet, Prestige BNI
Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI
John Trahan Syntek Global, Prestige BNI
Laura Manfred Inspire LLC, Crossroads BNI
Nate Muehl NMA Financial, Prestige BNI
Rod Cain Rod Cain Massage, Champlain Connections BNI
Alex Pissalidis Gratitude Farms, Crossroads BNI
David Beckett Chenette Real Estate, Champlain Valley BNI
John Holzscheiter The Vermont Agency, Prestige BNI
Scott Lowe A La Carte Web Marketing, Champlain Valley BNI
Drew Kinney Kinney Insurance, Prestige BNI
Jimmy Matas Handy GMC, Prestige BNI
Jon Houghton Maplehurst Florists, Champlain Valley BNI
Michael Hughart Winooski Insurance, Integrity BNI
Richard Fox Law Office of Richard J. Fox, Champlain Connections BNI
Rick Gomez RVG Electric, Wealth Builders BNI
Sue Lackey Perfect Image Fashions, Wealth Builders BNI

BNI Vermont

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Find us on the Web:
www.BNIVermont.com



New Members – January 2016

Ryan Moroch Rich Jones State Farm. Crossroads BNI
Sam Markewich Sam Markewich Peak Performance Living, Crossroads BNI
Johanna Heise Hed2Toe, The Masters BNI
Kerri Tracy Liberty Mutual, Wealth Builders BNI

Renewed Members – January 2016

Keri Lombardi-Poquette Poquette Realty, Prestige BNI
Marc Wiener Marc E. Wiener Law Office, The Masters BNI