

Givers Gain[®] Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

From the Executive Director

Well, July is here in full swing! Vacations, holidays, family, and... THE HEAT! We hope that you are balancing work and pleasure equally this summer while reaping the benefits of sunny days and eager clients!

BNI Vermont, your Director Consultants and your Leadership Teams are working hard to pass the torch and build your incoming Chapter Teams who will take on their new roles October 1. On a regional level, this means reviewing and updating training manuals, organizing the Chapter Training for September 12 and 13, and working with the trainers to make sure that you experience incredible new levels of success! For your Director Consultants, this means meeting and working with your Leadership Teams to discuss who among you has the drive and talent to take your chapter to new heights! Your Leadership Teams are evaluating the Chapter Goals that were set in 2015, and making plans for new goals and how to reach them in 2016-2017. If you haven't done so already, take a moment to reach out (mail a card, pick up the phone, write an email) to your current Leadership Team and Director Consultant and thank them for all that they have, and continue, to do for you!

With August just around the bend, have you marked your calendar for the BNI Vermont Picnic on August 17? Bring your families, dogs on leashes, potluck and swimsuits to Oakledge Park at the end of Flynn Avenue in Burlington! We'll have games, food, drinks, music and networking galore! Check out this event in the BNI Vermont Events Calendar. Enjoy the rest of July and Happy Networking!



Vickie Wacek
BNI Vermont Executive Director

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Monthly Networking Tip: Your First Year in BNI

“Recently, I was talking with someone about their perceived inability to sing. She told me she couldn’t carry a tune in a bucket (her words). As she completed that sentence, I thought about all of the people I’ve taught to sing, and how many of them were told at some point in their life that they couldn’t sing (usually by someone without any ability of their own). I also thought about how some business professions thrive in BNI, and others walk away, claiming it doesn’t work. What if someone convinced me that referral marketing wouldn’t work for me when I joined BNI in 2007? Or if my students came to me for voice lessons and I told them from the start that they couldn’t sing? I’ve discovered that I’m able to do the things I apply myself to when I have support. The first hundred attempts at singing I’ll probably ‘crow’, but with enough practice and support, I’ll find my voice. This applies to your BNI membership, specifically your first year. Like many people, when you apply yourself the first time, if you don’t get the support you need (whatever that may be), you tend to stop applying yourself. We are continually encountering ‘first year’ members, and how we apply ourselves in our first year of membership, or how you support those first year members is incredibly important. Their (or your) second, third and fifteenth years in BNI are heavily dependent on that first year experience. So, new folks – apply yourselves, take advantage of opportunities and if something doesn’t work, ask for help or different perspectives, avoid ‘clamming up’. To our BNI experts – apply yourselves! Provide our new members with the insight they need to succeed in Relationship Marketing!” - Vickie Wacek, Executive Director, BNI Vermont

*“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.

- June 15: [Episode 461: The 7 Things I Learned from Starting a Business \(Classic Podcast\)](#)
- June 22: [Episode 462: Using Gentle Persuasion](#)
- June 29: [Episode 463: Do Repeat Referrals Count?](#)
- July 6: [Episode 464: What’s the Real Secret?](#)
- July 13: [Episode 465: Business Voices \(Classic Podcast\)](#)

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.

5 Tips to Successfully Run a Large Chapter Meeting

Submitted by BNI India

A Year of BNI Success

Submitted by T.J. Wagner, BNI Director Consultant in Northern Indiana

Trends in Business Networking

Submitted by Dr. Ivan Misner, BNI Founder and Chief Visionary Officer

BNI's Advanced Member Success Program

Submitted by Towanda Geary, BNI Vermont Ambassador

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.



Eric Jones
Employment/Labor Attorney
Wright Jones PLLC
Champlain
Connections BNI
Burlington, VT



Jason Baillargeon
Home Inspection
AmeriSpec Inspection Services
Integrity BNI
Essex, VT



Rick Stevens
Water Systems
Pure Water Technology, Inc.
Crossroads, BNI
Berlin, VT



Gillian Randall
Business & Family
Photographer
Gillian Randall Photography
Champlain
Connections BNI
Burlington, 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

Chapter Cross-Pollination: Grow Your Network, Enrich Your Chapter

by BNI Vermont Ambassador, Rod Cain



Rod Cain

BNI Vermont Ambassador

Member of

Champlain Connections BNI

Friday mornings,

7:30 – 9:00 am

Burlington, Vermont

Professional Classification

Massage Therapist

Rod Cain Massage Therapy

Date Accepted to Chapter

April 7, 2014

Chapter Roles Held

President (*current*)

Education Coordinator

Horticulture provides abundant metaphors for life and business: fertile soil, planting seeds, watering and fertilizing, weeding and tending, even preparing for the grand harvest. So much of a garden's lifespan correlates to the cycles we experience every day in business and within our BNI chapters. However, some of us become so intent with our own plot of earth, we forget the lesson of the bees and insects—the magic of cross-pollination. When we visit other chapters, there is real potential to see our 'garden' (our chapter) from a completely different perspective.

Imagine if you will, each chapter in your region is a garden and each member a plant. Every garden is unique. Some have the same species of plants but perhaps different varieties, each having particular characteristics. Almost every BNI chapter has one member whose profession is unique within the entire region. Some gardens might be large and others small yet prolific. There are formal, organized chapters while others are casual and friendly. One might also see the leadership team as the temporary gardeners for each chapter, entrusted to decide when and how to fertilize, what needs transplanting or pruning or when additional water is required.

When we visit other chapters, we glimpse into their garden. This exposure to a new culture allows us to witness firsthand differing sets of skills, techniques, and ideas and how they are applied to the same issues we might face in our own chapter. With more ideas come better solutions, thus, challenges can evolve into growth opportunities. Implementing changes learned from other chapters is the hybridization that organically occurs when we visit outside our 'safe zone' and are open to seeing things with new perspective.

Ask any beekeeper and she will tell you that honey is the objective of every worker bee's trip around the field. It also stands to reason as you build relationships with members of other chapters, you expand your network and more referrals follow. In the last quarter of this year, 28% of the BNI revenue to my business came from out of chapter. My goal is to make it one third. Grow your network and the honey will follow!

Every BNI chapter, like every business, is a work in progress. There is ebb and flow and the change of seasons. There are periods of abundant sun and moments of rain. When we pause long enough to know our neighbors and ponder their work... learn, teach and adapt with each other... we are truly creating a culture that thrives for all who choose to call it home while promoting a welcoming place for our new friends who are just 'passing through'.

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, July 28

5:00 - 8:00 pm

Tuesday, August 23

2:00 - 5:00 pm

Location: Bevo

Roosevelt Highway, Colchester

From BNI Headquarters

BNI Headquarters would love your feedback about membership dues! They are looking for members to complete this brief survey indicating their preferences about membership fees and the potential to have payment plans available. Please **FILL OUT THE SURVEY** to let your voice be heard!



Calendar of Events

July

- 7/15 BNI Webinar: Chapter Web Pages**
Fee: FREE
- 7/21 Brattleboro BNI Interest Meeting**
Location TDB, check BNI Vermont calendar for updates!
Fee: FREE
- 7/25 BNI Webinar: Member Tools & Reports**
Fee: FREE
- 7/26 BNI Webinar: Inviting and Registering Visitors**
Fee: FREE
- 7/27 BNI Webinar: Leadership Teams Tools & Reports**
Fee: FREE
- 7/28 BNI Member Success Program**
Bevo, Colchester
5 – 8 pm, Fee: \$15
- 7/28 BNI Webinar: Chapter Goals for Leadership Teams**
Fee: FREE
- 7/29 BNI Webinar: Online Renewals for Leadership Teams**
Fee: FREE

August

- 8/17 BNI Vermont Summer Picnic**
Oakledge Park Pavilion, Burlington
4:30 pm, Fee: Parking \$8

For any of the Events listed above

[Register Here](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI
Rod Cain Rod Cain Massage Therapy, Champlain Connections BNI
Mark Browning Stone & Browning Property Management, Crossroads BNI
Kristen Ginsburg Vermont Custom Fitness, Middlebury BNI
Timothy King Timothy King Attorney at Law, Middlebury BNI
Todd Lefkoe Vermont Spineworks and Rehabilitation, Middlebury BNI
Marla Ceppetelli Queen City Bikram Yoga, Prosperity BNI
Derek McCarthy Paychex, Prestige BNI

6 Months Perfect Attendance

Nathan Muehl NMA Financial, Prestige BNI
David Beckett Chenette Real Estate, Champlain Valley BNI
Jimmy Matas Handy GMC, Prestige BNI
Jon Houghton Maplehurst Florists, Champlain Valley BNI
David Weigel Ward & Babb Attorneys at Law, Champlain Valley BNI
Rebecca Manchester Rebecca Manchester Design & Illustration,
 Champlain Connections BNI
Travis Spencer Kinney Insurance, Champlain Valley BNI
Mark Browning Stone and Browning Property Management, Crossroads BNI
Matt Rushford Rushford Family Chiropractic, Wealth Builders BNI
Patricia Gervais Main Street Floor Covering, The Masters BNI
Pamela Milosevich The Healing Centre, Crossroads BNI
Beth Anne McFadden McFadden Academy of Irish Dance,
 Champlain Connections BNI
Reuben Stone Stone & Browning Property Management,
 Champlain Valley BNI
Norm Frost Wireless Zone, Crossroads 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

BNI Vermont

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Vickie@BNIVermont.com

Find us on the Web:
www.BNIVermont.com



New Members – June 2016

[Towanda Geary](#) Spirited Pathways to Healing, LLC,
Champlain Connections BNI

[Kimberly Hackett](#) Kimberly Hackett Parent Coach, Crossroads BNI

[Kody Lyon](#) Noyle Johnson Group, Crossroads BNI

[Anna Cykon](#) Lobe, Fortin, Rees, & Cykon, PLC, Integrity BNI

[Bill Nyhagen](#) VSmart, Integrity BNI

[David Leinaweaver](#) Gallagher Flynn & Company, Middlebury BNI

[Chris Morse](#) ChrisMorse.net Computer Service, Middlebury BNI

[Carolee Ploof](#) Middlebury Floral & Gifts, Middlebury BNI

[Dutton Smith](#) HomeSmith Services, LLC, Middlebury BNI

[Donald Welch](#) Green Mountain Carpet Cleaning, Middlebury BNI

[Zeb Snow](#) Snowscapes General Contracting, Prosperity BNI

[Katie Delp](#) Good Dog Day Camp, Prosperity BNI

[Heather Demag Leibenguth](#) O'Brien's Salon, Prosperity BNI

[Lee Dupere](#) LJD Painting, Prosperity BNI

[Rebecca Goldberg](#) State Farm, Prosperity BNI

[Seth Golding](#) Five Seasons Property Management, Prosperity BNI

[Cynthia Hausman](#) Cynthia's Spa, Prosperity BNI

[Marc Leone](#) Sterling Hardwoods, Prosperity BNI

[Holly Spence](#) Cornerstone Physical Therapy, Prosperity BNI

[Craig Chevrier](#) Eternity, Queen City BNI

[Mollie Lannen](#) CW Print & Design, Queen City BNI

[Erika Lavery](#) Aflac, Queen City BNI

[Al Levy](#) Solar City, Queen City BNI

[Mark Rosalbo](#) NFP, Queen City BNI

[Rachel Farmer](#) Mindfully Well, Shelburne BNI

[Lucia Voorhies](#) Ancient Roots Massage & Wellness, Shelburne BNI

[Marie-Pierre Nadeau](#) Unwind Mobile Massage, The Masters BNI

[Marsya Ancker](#) Marsya Mind Body Spirit, Wealth Builders BNI

Renewed Members – June 2016

[Justin Brande](#) Vermont Custom Chiropractic, Integrity BNI

[Robert Schwartz](#) Great Northern Construction, Integrity BNI

[Nicholas Martin](#) Burlington Telecom, Champlain Connections BNI

[Mike Anderson](#) Northern Lights Rock and Ice Inc., Champlain Valley BNI

[Chris Lazo](#) Edward Jones, Champlain Valley BNI

[Lisa Bridge](#) What Would Lisa Say?, Champlain Valley BNI

[Constance Archer](#) Legal Shield, Champlain Valley BNI

[Mike Lannen](#) Eternity, Crossroads BNI

[Curtis Wheeler](#) Wheeler Property Management, LLC,
Champlain Connections BNI