



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly



“Without vision, we are blind to opportunity.”

From the Executive Director

Happy June, BNI Vermont! We hope you have all enjoyed this early summer-like weather and that your businesses are thriving because of it! There are lots of changes happening here at BNI Vermont! If you haven't heard already, we have many new community groups starting throughout the state of Vermont. This will be a huge asset to your business as it will give you connections to businesses in different counties based on the needs of your clients. As more chapters open up away from your own chapter, we encourage you to take time to visit these chapters, have one-to-one meetings with the members, and build your business through word-of-mouth marketing!

Speaking of networking, have you marked your calendars yet for our August BNI summer picnic? It will be held on Wednesday, August 17, at 4:30 pm in the Upper Pavilion at Oakledge Park on the Burlington Waterfront. As in years past, this event will be free for you to attend except for the \$8 parking fee, and we encourage you to bring potluck to share with all of the attendees. Bring your family, your children, your pets on leashes, and all of your summer outdoor activity fun such as volleyball, Frisbees, and bocce ball!

And lastly, it's that time of year again! October 1st is just around the corner which means your chapter's Leadership Team and the Supporting Leadership Team roles will be turning over, giving you an opportunity to learn new business skills through the role that you will take on. Work with your current leadership team to help with this transition and we greatly look forward to seeing you at the September Chapter Training in South Burlington Vermont!



Vickie Wacek
BNI Vermont Executive Director

Contents

Continuing Education

- Monthly Networking Tip 2
- BNI Podcasts 2
- Important Links. 3
- SuccessNet – BNI HQ e-newsletter ... 3
- From The BNI VT Team. 4

BNI Events

- New BNI Chapters Forming. 5
- Member Success Program 5
- Advanced Member Success Program ... 5

Member Recognition

- Perfect Scores on the “Going For The Green” Report 6
- Perfect Attendance 6
- New and Renewing Members 7



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

– Bob Burg

Monthly Networking Tip:

The Power of your Smartphone for Giving Referrals

You’re incredibly excited! You just landed a very hot referral to give to one of your BNI members – so hot that the client is practically reaching for their credit card/check book! Now, you just need to get to your computer so that you can submit the referral and tell your BNI Member about the potential new client! But wait! What if there was a way to put that client in touch with your BNI member right now? That’s what this month’s networking tip is about – using your smartphone technology to connect referrals quickly.

PART ONE: Input all of your BNI members into your smartphone’s contact list. By taking 15-20 minutes to do this, you are then able to call a BNI member at that very moment the opportunity arises and introduce the referral to your member!

PART TWO: Bookmark www.BNIConnect.com on the Home Screen of your smartphone. This small action means that any time you need to submit a referral, a 121, a CEU or download a document, the BNI Connect portal is right there at your fingertips! Just click on the bookmark, sign in, and VOILA! Some professionals rave about what technology has done for business, while others curse it. These two small actions can make a huge impact on not only you and your reputation, but also on your member and that potential new client!

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.

- May 18: [Episode 457: Get Your Act Together \(Classic Podcast\)](#)
- May 25: [Episode 458: Inviting – Good, Better, Best](#)
- June 1: [Episode 459: Rules, Rules, Everywhere a Rule!](#)
- June 8: [Episode 460: Public Speaking Can Help Grow Your Business](#)

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.

Global Membership Tops 200,000

Submitted by BNI SuccessNet Staff

Do Repeat Referrals Count as a Referral?

By Dr. Ivan Misner, PhD, BNI Founder & Chief Visionary Officer

Interaction Versus Transaction

By Kerry Lehmann, Business By Referral BNI Chapter, Ottawa Canada and BNI 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.



Melissa Jordan
Home Interior Staging
Jordan Home Services
Queen City BNI
Burlington, VT



Mark Browning
Property Management
Stone & Browning
Property Management
Crossroads BNI
Berlin, VT



Calvin Sanderson
Fitness Trainer
SPECTAC
Integrity BNI
Essex, VT



Lisa Campion
Estate Planning Attorney
Gale & McAllister, PLLC
The Masters BNI
Colchester, 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

BNI's *Advanced Member Success Program*

by BNI Vermont Ambassador, Towanda Geary



Towanda Geary

BNI Vermont Ambassador

Professional Classification

Psychology

Spirited Pathways to

Healing LLC

Chapter Roles Held

Mentor Coordinator

What are you talking about? An entire day of training? Come on! What can be so complicated about Business Networking International (BNI)? My three hour Member Success Training is more than enough! I have heard these comments at times ever since I took my first Advanced Member Success Program. Yes, I did it twice! You see, BNI happens to be an integral part of my business. It is my business. As such, it is my responsibility to make sure that I am properly trained and updated in everything that affects the success of that business. How irresponsible and potentially dangerous for clients if one chooses to stagnate? There is always a need for continuing education both required and by choice. The same applies with everything that makes your business a success. That is where taking the Advanced Member Success Program comes in. It is one of the many continuing education units that helps to propel you towards that success.

Now, let's be honest here. Not a lot of people enjoy sitting all day, let alone when we have to concentrate and learn. I don't particularly care for it myself. What I do enjoy is what comes from it. Do you happen to know anything about the three levels of referrals and how they are graded? How about your knowledge on the three types of referral givers that directly impacts the effectiveness of referrals? No? Nothing? May I refer you back to the title of this article then? How about your knowledge base on the effectiveness of your one to ones? You know, those pesky, time consuming hours we spend getting to know people in the hopes that we will send each other referrals? Do you have any prepared worksheets for those yet? Sorry? What worksheets you ask? May I refer you to the title of this article again? We all have heard of Contact Spheres and Power Teams, but for those who did not attend the Advanced Member Success Program, these two great opportunities for more business won't be as powerful as they can become without coaching. They can be very good, but not great! Let me help you out with this a moment; oops, I will have to refer you to the title of this article... again.

Here are some of my thoughts on our Weekly Presentations and Featured Presentations. I have found it a bit difficult to find the lowest common denominator (LCD) at times and knowing how this helps in educating my chapter members, I have... I'm sorry, what did you say? You want me to elaborate on LCD's? Well, I am not the best qualified person to help you with that. I can refer you to someone who can though. Her name is Vickie Wacek and she knows "a little bit" about all this. If I may refer you to the title of this article again. She teaches it!

So, to get to the point, I'm talking about increased success for your business. For those questioning the length of the course (1 day), I say it's the best way to spend a day to make you the very best educator about your business, and that equals more success. Here's that word again. Success! What is so complicated about BNI? Nothing, if you have the right tools. Otherwise you cannot be as successful in your understanding of Givers Gain®. And for those stating that your three hour Member Success Program is enough, I would say, good for you if you are satisfied. However, you are not learning about techniques which can bring your business to new heights of success. Well, here's that pesky word again, SUCCESS!... The best reason to attend the Advanced Member Success Program!

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	

BNI Interest Meetings:

RICHMOND

Wednesday, June 15, 8:00 – 10:00 am, The Hatchet Tap & Table, Richmond

BRATTLEBORO

Wednesday, June 29, 8:00 – 10:00 am, Marlboro College, Brattleboro

RUTLAND

Thursday, June 30, 8:00 – 10:00 am, Christ the King Church
Community Hall, Rutland

Leadership Round Table

The quarterly BNI Vermont Leadership Team Roundtable was a huge success! Lots of great ideas were brought to the table, including a two-month mentoring program for all new leadership team roles! We also discussed in-depth techniques and ideas around Chapter Business Plans to further your chapter's success with the new leadership team! Thank you to your amazing Presidents, Vice Presidents, and Secretary-Treasurers whose outstanding work on behalf of your chapter has made all your businesses so successful!



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:

Thursday, July 28, 5:00 – 8:00 pm
Tuesday, August 23, 2:00 – 5:00 pm
 Bevo, 70 Roosevelt Hwy, Colchester

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!

Monday, June 27, 2016, 8:00 am – 5:00 pm



Calendar of Events

June

- 6/14 BNI Member Success Program**
Bevo, Colchester
1 – 4 pm, Fee: \$15
- 6/27 Advanced Member Success Program**
Keller Williams Realty Green
Mountain Properties, Colchester
8 am – 5 pm, Fee: \$125
- 6/29 Brattleboro BNI Interest Meeting**
Marlboro College
Brattleboro
8 – 10 am, FREE
- 6/30 Rutland BNI Interest Meeting**
Christ the King Fellowship Hall,
Rutland
8 – 10 am, FREE

July

- 7/28 BNI Member Success Program**
Bevo, Colchester
5 – 8 pm, Fee: \$15

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
Benjamin Fuller Liberty Mutual Insurance, Middlebury 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
Towanda Geary Spirited Pathways to Healing LLC, Prosperity BNI
Elizabeth Davidson Clear Connection Chiropractic, Queen City BNI
Jackie Goddard Black Dog Affairs, Queen City BNI
Laura Cooper Streamline With Style, LLC, Queen City BNI

6 Months Perfect Attendance

Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI
Nathan Muehl NMA Financial, Prestige BNI
David Beckett Chennette Real Estate, Champlain Valley BNI
Jimmy Matas Handy GMC, Prestige BNI
Jon Houghton Maplehurst Florists, Champlain Valley BNI
Alan Kinney Kinney Insurance, Prestige 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
Kaitlyn Raymond State Farm, Champlain Valley BNI
Patricia Gervais Main Street Floor Covering, The Masters BNI
Pamela Milosevich The Healing Centre, Crossroads BNI
Jon Anderson Anderson Home Inspection, Crossroads BNI
Jay Vallieres Key Bank, Champlain Connections BNI
Beth Anne McFadden McFadden Academy of Irish Dance,
 Champlain Connections BNI
Towanda Geary Spirited Pathways to Healing LLC, Prosperity BNI

BNI Vermont

PO Box 64737
 Burlington, VT 05406
 Phone: 802-557-0111
Vickie@BNIVermont.com

Find us on the Web:
www.BNIVermont.com



New Members – May 2016

Jon Guiffre Allied Building Contractors, Crossroads BNI
Travis Oakes Fly High Photography LLC, Crossroads BNI
Sarah Clifford Aerus, Crossroads BNI
Kimberly Hackett Parent Coach, Crossroads BNI
Lucky Boardman Lucky's Plumbing & Heating PLC, Crossroads BNI
Kevin O'Hara Liberty Mutual, Integrity BNI
Russell Marsan Carpenter Costin, Middlebury BNI
Rebecca Monty Baystate Financial, Prosperity BNI
Jesse West Synergic Health, Shelburne BNI

Renewed Members – May 2016

Robert Caneco Robert Caneco R.A., Champlain Valley BNI
Kelly Waters Summit Chiropractic, Champlain Valley BNI
Laura Manfred Inspire LLC, Crossroads BNI
Alex Pissalidis Gratitude Farms LLC, Crossroads BNI
Rodney Putnam The Essex Agency, Prosperity BNI