



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly



“Without vision, we are blind to opportunity.”

From the Executive Director

Hello May and hello BNI Vermont! We seem to have skipped right past spring this year and moved directly into summer weather which means everyone’s mind is on summer events, the increase in business and possibly some vacation time.

The BNI Vermont Director Consultants and I just returned from the 2015 BNI National Conference in Savannah, Georgia and picked up a lot of very useful information for you and your business through your BNI involvement! Check out these monthly e-Newsletters for insight on what was shared with us!

Last month we saw yet another incredibly well attended and successful BNI Vermont Awards Banquet; our second annual with many more to come! Everyone showed up in their finest for a night of music, great food, a silent auction, and many awards recognizing you and your fellow members for your outstanding support and efforts! In case you didn’t know, all of the proceeds from the banquet and silent auction were donated to the BNI Foundation. This non-profit charity has donated millions of dollars to third world countries to build schools and set up education programs, as well as donating to colleges and universities worldwide to aid progression of Network Marketing in college curriculum business.



There are a lot of new things coming down the pike for BNI Vermont! Keep your eyes peeled for new mixers and education opportunities via the BNI Vermont Events Calendar. We’ll look forward to seeing you there!

Vickie Wacek

BNI Vermont Executive Director

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Continuing Education

Monthly Networking Tip: Keep it Positive

One of the best things about BNI is the friendships; one of the most difficult things about BNI is the friendships. We use this statement to show the power of relationships built by seeing the same people every week, while acknowledging the challenge of holding them accountable to the business policies in BNI. This month's networking tip is about our emotional state when we attend our BNI meetings. Our chapters are a safe place for us to communicate and build relationships, so we sometimes feel it's okay to share our struggles, but this is far from the truth. Your credibility can be directly affected by your mood. When you are known for your positive outlook, your friends and BNI members see you as intelligent and easy to be around. However, ifn you commonly share stories about the flat tire you got, or that your whole office is sick with the flu, or even that you've got more work than you can handle, these complaints make you come off as negative and struggling. Business professionals, even those you are close with, have a hard time differentiating between your negative statements and your professional attitude. So, when you are in a business situation like your BNI meeting, make sure to leave your "flat tire" at the door!



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.

- April 22: [Episode 403](#): 15 BNI in the Land of Oz
- April 29: [Episode 404](#): Standing in the Middle of Referrals
- May 6: [Episode 405](#): What's Your Excuse for Not Following Up?
- May 13: [Episode 406](#): The Seven Secrets to Work-Life Harmony

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.

- April 22: [Episode 159](#): 15 Minutes a Day Follow up with Tani Dugger
- April 29: [Episode 160](#): 15 Minutes a Day Follow up with Amy Allgaier
- May 11: [Episode 161](#): Invest Time to Be Effective

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: [Kiss Fewer Frogs, How to become known as networking royalty.](#) by Dr. Ivan Misner

Words of Wisdom: [The Law of Relationships in Sales Why sales is less about the product and service than the person.](#) by Brian Tracy

Art of Networking: [Learn from the Company You Keep](#) by Paul R. Scheele, Ph.D., Co-founder of Learning Strategies

To the Next Level: [Turn Your Faulty Assumptions into Business Ideas 4 steps to challenge your current reality for a more profitable tomorrow.](#) by Morty Lefkoe, President, The Lefkoe Institute

BNI Member Profiles of the Month

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.



Nicholas Martin
Telecommunications
Burlington Telecom
Champlain Connections BNI
Burlington, VT



Ron Lewis
IT Support
Computer Care
The Masters BNI
Colchester, VT



Jason Baillargeon
Home Inspections
AmeriSpec
Inspection Services
Integrity BNI
Essex Jct., VT



Corey Bertrand
Electrician
Bertrand Electric
Prestige BNI
St. Albans, VT

Quick Links

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BNI.com



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Twitter



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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](#)

[Wealth Builders BNI](#)

Thank You from an Ambassador

by BNI Vermont Ambassador, Julie Citorik



Julie Citorik

BNI Vermont Ambassador

Founding Member of Champlain Connections BNI

Friday mornings

7:30 – 9:00 am

Burlington, Vermont

Professional Classification Skin Care

Mary Kay Cosmetics

Date Accepted to Chapter

September 1, 2010

Chapter Roles Held

Event Coordinator (*current*)

Mentor Coordinator

Secretary/Treasurer

A year ago Vickie approached me about being a BNI Ambassador. I took a few days to think about it. I really enjoyed BNI, it helped my business grow and I was able to help others. I enjoyed the weekly meetings; the members in my chapter were my business contacts and friends. I was ready to take on a new challenge in BNI, and I was honored that I was asked. So my answer was yes.

What has the last year been like being an Ambassador? It has been a learning experience for me, a chance to meet new members, educate them about BNI and to help them if needed; be a positive and supportive influence, be their cheerleader.

As I visited each chapter, I found that I was greeted with warmth and enthusiasm by the visitor hosts. I thought, if I feel welcomed this way as a member of BNI, can you imagine how a visitor must feel. Members were engaging in conversation with me, and I felt that this was time well spent for me and the visitors seemed to be glad that they had taken the time out of their schedule to attend the meeting.

As the meeting began, I was anxious to see how the leadership team would run the meeting. Each had their own style, but understood that structure was important. They would stick to the agenda so that the visitors could experience what they would see each week at the chapter meeting. I saw them keep to the fundamentals, but still have fun. I think that all chapters did a “darned good” job of having fun.

I looked forward to the members’ weekly presentation, how they would promote their businesses. Did each member do that and did it give me that motivation to promote their business? Did I feel that I could be a member of their sales force? Yes, they did a good job and might have even gotten a referral from me as a result.

And last, I never left a meeting without a member thanking me for visiting and showing their appreciation. As you all have heard me say many times “it has been my pleasure to be here” and I truly felt that way.

I love the expression “Walk the Talk”. As members, I hope that we are all doing that. We represent BNI Vermont, so put your best foot forward every week. I was told “we share it, we apply it, we live it – we all have the same membership – it’s what we do with it.” Each chapter brags “we have the best chapter in BNI Vermont” and if you are not bragging, then make some changes so you are able to brag.

I am resigning my position as an Ambassador. I am still a member of Champlain Connections BNI and hope to see you all as a visitor or sub in your chapters. Many thanks to Vickie for giving me this wonderful opportunity, and thanks to all of the BNI members that made me feel welcomed. I hope that I was a good cheerleader.

From the 2015 BNI National Conference April 30 – May 2, 2015 • Savannah, Georgia

Twice a year I travel to various parts of the country to meet up with BNI National Directors, Executive Directors and Director Consultants from all over the United States and the World to exchange perspectives and ideas regarding “the BNI member experience”. We share our experiences 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 National Conference conference with the intention of giving you an idea of what is coming down the pike for BNI and to provide you some eye-opening perspective on how you are using your BNI memberships.

Happy 30th Birthday BNI!

As you may have heard, 2015 marks the 30th Anniversary of BNI worldwide! To celebrate the billions of dollars generated through referrals in BNI all over the globe, BNI Vermont is awarding any member in Vermont who would like one, a 30th anniversary pin for you to wear. There are also a number of videos being produced by BNI Headquarters with various members throughout the world sharing their BNI story, including two of BNI’s original members, Mike Ryan and Carolyn Denny, who are celebrating their 30 year anniversaries with BNI as well! If you are interested in receiving an anniversary pin, please contact your chapter’s Director Consultant.



BNI Vermont Donation to the BNI Foundation

For many years BNI Headquarters has had a charitable foundation called The BNI Foundation. The charity has been run with zero cost or expenses because it has been completely overseen by Beth Misner, BNI founder, Dr. Ivan Misner’s wife. Beth travels the world talking about the power of Referral and Relationship Marketing and uses the charity to make donations for many reasons all over the globe. Some of those receiving grants from the charity include communities who are building and providing supplies for schools in third world countries, as well as colleges and universities who are working to bring Network Marketing to their business curriculum. The BNI Foundation has also worked to bring back communities devastated by natural disaster, such as New Orleans during Hurricane Katrina and Japan after the Tsunami hit. To date, the foundation has donated over \$3 million dollars!

BNI Vermont recently hosted its Second Annual BNI Vermont Awards Banquet and donated 100% of the proceeds from the banquet and the silent auction to the BNI Foundation to the tune of \$1,520.39! The check was awarded to Beth and Ivan Misner at the 2015 US BNI National Conference in Savannah, Georgia.



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 is a list of towns in Vermont that are currently working to get BNI chapters up and running. If you know someone in one of these towns, please get in touch with Vickie Wacek as soon as possible.

Bennington
Brattleboro
Burlington

Middlebury
Milton
Montpelier

Shelburne
Springfield



Calendar of Events

May

- 5/18** Bi-Monthly "How to Start a BNI Chapter" Online Call
8:00 – 9:00 am
- 5/18** Mentor Coordinator Monthly Web Conference Call
12:00 – 1:00 pm

June

- 6/1** Quarterly Leadership Team Round Table, 8:00 – 11:00 am
Richmond Free Library, Cost: free
- 6/8** Bi-Monthly "How to Start a BNI Chapter" Online Call
8:00 – 9:00 am
- 6/8** Education Coordinator Monthly Web Conference Call
12:00 – 1:00 pm
- 6/15** Mentor Coordinator Monthly Web Conference Call
12:00 – 1:00 pm
- 6/17** BNI Mixer
5:30 – 7:30 pm
Trader Dukes Lounge, Cost: free
- 6/18** BNI Member Success Program
Bevo Colchester, 5:00 – 8:00 pm
Cost: \$15
- 6/22** Bi-Monthly "How to Start a BNI Chapter" Online Call
8:00 – 9:00 am
- 6/24** BNI Vermont at the Lake Monsters
6:00 – 9:00 pm, Cost: \$10

For any of the Events listed above

[Register Here](#)

Member Success Program

Join BNI Vermont Ambassador David Beckett in the coming months 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. Come brush up on your networking skills! Next Scheduled MSPs:

Thursday, June 18, 5:00 – 8:00 pm

Tuesday, July 21, 1:00 – 4:00 pm

*Location: Bevo, 70 Roosevelt Hwy, Colchester



Our May 2015 MSP Graduates.

BNI Summer Mixers

A powerful part of networking is diversity, and BNI Vermont is working to put together regular opportunities for you to meet and network with members from other chapters! Register today for all of these summer events, many of which you are welcome to bring your family!

BNI Vermont Mixer [Register](#)

Wednesday, June 17, 5:30 – 7:30 pm • FREE

Trader Dukes Lounge, Doubletree Hotel, South Burlington, VT

BNI Vermont at the Lake Monsters [Register](#)

Wednesday, June 24, 6:00 – 9:00 pm • Cost: \$10 (family welcome)

Centennial Field, Burlington, VT

BNI Vermont Lake Champlain Cruise

July – TBD • \$20 per person (welcome to bring 1 guest)

The Northern Lights, Burlington, VT

BNI Vermont Summer Picnic [Register](#)

Wednesday, August 19, 5:00 – 9:30 pm • FREE (parking is \$8 per vehicle)

Oakledge Park, Upper Pavilion, Burlington Waterfront

Member Recognition

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Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Barb Dozetos Above the Fold Marketing, Champlain Valley BNI

David LeBlanc D&D Carpet Cleaning, Prosperity BNI

Caroline S. Earle Law Office of Caroline S. Earle PLC, Crossroads BNI

6 Months Perfect Attendance

John Morrie John D. Morrie Construction Co. Inc, Champlain Connections BNI

Curt Wheeler Wheeler Property Management, Champlain Connections BNI

Leah Stewart Shadow Productions, Champlain Connections BNI

Kyle Murdock Shred-Ex, Crossroads BNI

Jay Cummings Peoples Trust Company, Prestige BNI

Brian Bonk Champlain Chevrolet, Prestige BNI

Alan Kinney Kinney Insurance, Prestige BNI

Jay Lawrence J L Masonry & Hardscaping, Prestige BNI

Susan Snider Snider & Associates, Crossroads BNI

Nate Yandow Duke's Physical Fitness, Prestige BNI

Patti Gervais Main Street Flooring, The Masters BNI

Irvin Eisenberg Montpelier Structural Integration, Crossroads BNI

Connie Livingston Cornelia Ward Consulting, Prosperity BNI

Dana Shappy Shingle City Roofing, Integrity BNI

Jim Powers J E Powers Painting, Champlain Connections BNI

Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI

Nate Muehl NMA Financial, Prestige BNI

Robin Hanbridge Robin's Chaga, The Masters BNI



New Members – April 2015

Jason Bushey Ideal Central Vac, Champlain Connections BNI

Kelly Waters Summit Chiropractic Center, Champlain Valley BNI

Barbara Ann Cochran Barbara Ann Cochran Coaching, Champlain Valley BNI

Judy Emerson Emerson Therapeutic Massage, Champlain Valley BNI

Kathly Nolan Kathy Nolan & Associates, Champlain Valley BNI

Renewed Members – April 2015

Tabitha Fuller Fontana & Company, Prosperity BNI

Neal Kandel Edgeworks Display, The Masters BNI

Larry Brown L. Brown & Sons Printing, Crossroads BNI

Joe Clark Concentric Fitness, Crossroads BNI

Robert Caneco Robert Caneco Architect, Champlain Valley BNI

Nicholas Martin Burlington Telecom, Champlain Connections BNI

Jonathan Sulham The UPS Store, Prestige BNI

BNI Vermont

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