



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly

From the CEO

My congratulations for recently surpassing 198,000 BNI members worldwide! What's most impressive is the very positive impact each of you are having in communities around the world. And yet BNI has not begun to scratch the surface of its potential to Change the Way the World Does Business. As I'm sure you agree, the world needs what BNI provides – perhaps more than ever. So keeping telling your story and keep telling BNI's story. And know that all of us at BNI Headquarters are cheering you on and celebrating your terrific achievements! Onward!

– Graham Wilheimer, BNI CEO

From the Executive Director

The incredible work that you do for one another notwithstanding, this year has been amazing! Some fluctuation in membership and some lessons learned by us all since the start of the year over 4 months ago, but when asking you how your memberships have been going, your responses are positive and forward-focused! We have some wonderful announcements coming your way (watch your email) – new opportunities for networking cross-chapter and new chapters opening up across the state, which will provide even more opportunity for your business to grow!

The Third Annual BNI Vermont Awards Banquet was a ridiculous success! We're just finalizing the numbers, but it looks like we'll be donating over \$800 to the BNI Foundation, thanks to your attendance and the Silent Auction managed by BNI Vermont Director Consultant, Barb Dozetos! Nearly 200 people attended, including 4 BNI Executives from out of state! We're just nailing down next year's date and will get that to you soon.

With the summer just around the corner, keep an eye out for BNI mixers, and our annual BNI Vermont Picnic planned for Wednesday, August 17, at 4:30 pm at Burlington's Oak Ledge Park! Happy Networking!



Vickie Wacek
BNI Vermont Executive Director



“Without vision, we are blind to opportunity.”

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

- Third Annual BNI Vermont Awards Banquet. 5
- New BNI Chapters Forming. 6
- Member Success Program 6
- Advanced Member Success Program ... 6

Member Recognition

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

Continuing Education

Monthly Networking Tip: The Path to Success is Rarely Quick

When looking at the time line of your life and your business, the whole of it has been a process – a journey. Yes, from time to time small spurts of momentum have occurred, but in truth it has been a slow, steady climb. Many of the people that come into our life through BNI do so because they see BNI, and its relationships, as a quick way to get to business success. Step 1: show up. Step 2: train on my business. Step 3: make lots and lots of money. For those of us who have been involved in BNI for some time (2 years, 7 years, 12 years, etc.) we know that BNI, like many things, is a process that takes time and practice, and with those two things success does come! Things rarely happen quickly in BNI. We talk about this in the Member Success Program, and we (hopefully) bring it up to our applicants during the interview process. It's so important that our new members understand that their involvement in your BNI chapter isn't a one year, or even really a three year endeavor. BNI membership is a part of your business and when a member who is accepted into a chapter understands this, we all greatly benefit! To speed up the success of your business through your membership, focus on the length and depth of your relationships in your BNI chapter. The longer a member stays in your chapter, the deeper their understanding of your business, and the more referrals you receive!



“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.

- April 20: [Episode 453: Relationships Are Currency \(Classic Podcast\)](#)
- April 27: [Episode 454: Four Behavioral Styles to Know](#)
- May 4: [Episode 455: People Hate Networking... Not!](#)
- May 11: [Episode 456: Why Not Mention a Second 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.

[BNI Chapter in Belgium Recreates Art in the Name of BNI](#)

Submitted by Aquil Radjab, National Director for BNI Netherlands

[Rules, Rules, Everywhere a Rules](#)

By Dr. Ivan Misner, PhD

[BNI Foundation Hosts Bike Build at U.S. National Conference to Benefit Children with Depression](#)

By Eden Creamer, BNI Global Support Team

[Relationships and Business Networking](#)

By Nate Muehl, Prestige BNI and BNI Vermont Ambassador, Saint Albans, Vermont

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.



Angela Zaikowski
Landlord/Tenant Attorney
Bennett & Zaikowski P.C.
Champlain Connections BNI
Burlington, VT



Reed Prescott III
Artist
Prescott Galleries @
Verde Mountain
Middlebury BNI
Middlebury, VT



Julieta Rushford Santiago
Chiropractor
Rushford Family
Chiropractic
Prosperity BNI
Williston, VT



Bruce Blokland
Payroll Services
Paydata Workforce
Solutions
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](#)

A BNI Director Consultant's "Confession"

by BNI Vermont Director Consultant, Richard Fox



Richard Fox

BNI Vermont Director Consultant

Member of
Champlain Connections BNI
 Friday mornings
 7:30 – 9:00 am
 Burlington, Vermont

Professional Classification
 Real Estate Attorney
 Law Office of
 Richard J. Fox PLLC

Date Accepted to Chapter
 April 4, 2008

Chapter Roles Held
 Chapter Growth Coordinator
(current)
 Education Coordinator
 President
 Vice President
 Membership Committee

I have a confession, a long-festering secret which I would normally fear disclosing in public, but since I am among you, my friends, my BNI paisani, I am willing to take the risk:

I hate Visitors' Days. I mean, I really hate Visitors' Days.

How, you may ask, can a BNI Vermont Director Consultant hate Visitors' Days? Shouldn't I be praising their value at every meeting, all while sipping my BNI-flavored Kool Aid and wearing my "Misner/Weihmiller '16" t-shirt? Well, it's simple, really:

- I hate having to examine my personal and professional life to identify those professions and individuals with whom I already do business or with whom I would like to do business.
- I loathe sending sixty or seventy letters to invite visitors with no expectation that they will join my Chapter; but only being interested in meeting and networking with them, and maybe educating them about what my Chapter does.
- I abhor working with my fellow Chapter members and having them expect me to work as hard as they do to invite these visitors, even going so far as to track the number of letters we each send and the follow-up telephone calls we each make.
- I can't stand walking into the Visitors' Day with my fellow Chapter members and nearly sixty visitors all excited and interested to hear about my Chapter and what BNI does to support it in the growth of our businesses.
- I detest meeting these visitors, and then dealing with many of them as they continue to visit my Chapter, actively engaging with the members and building business connections and generating referrals.
- I dislike having to learn all the names, professions, skill sets, and desired clients for the new members who started as visitors to my Chapter.
- I despise how my fellow Chapter members and I grow our businesses, hire new employees, and succeed in ways not previously experienced.

What it really comes down to is that I am just sick and tired of watching Chapters take an internationally proven game plan, work as a team to implement the plan, hold each other accountable for their success, actively engage and follow through with visitors, and openly embrace a culture of success and excellence, only to have all that work be rewarded with nothing more than increased business, greater revenue, and new relationships.

After over eight years of doing Visitors' Days, I've seen enormous success come to those Chapters who put in the work and commit to helping each other, but enough already. I mean, why do we all have to be successful and grow our businesses? What's wrong with mediocrity?¹

¹If you are actually reading this and are the first BNI Vermont member in good standing to contact me at richard@bnivermont.com and tell me your favorite Kool Aid flavor, I will pay your BNI Vermont room dues for the next quarter (up to \$50.00). No, really – just be the first to e-mail me with your favorite Kool Aid flavor and your room dues are covered.

Third Annual BNI Vermont Awards Banquet

The Third Annual BNI Vermont Awards Banquet was a huge success. THANK YOU to all of those that joined us for the event, some of you even brought your family and friends! Over 40 awards were presented to our members in recognition of their actions in 2015! The surprised faces can be seen through the email link that was emailed out earlier in March, or contact your Director Consultant. Also, thanks to the work of 14 members from across the state, a hilarious and memorable Welcome Video kicked off the awards that evening! [Click here to view it!](#) The Regional BNI Vermont Office is working to finalize a date for the 2017 banquet and will be sure to get you that information once it's set in stone. We look forward to sharing this event with you and thank you for your feedback through the survey!



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
Brattleboro
Manchester
Milton

Montpelier
Richmond
RUTLAND
St. Johnsbury

Stowe
Waitsfield



Calendar of Events

May

- 5/17 **BNI Webinar: Inviting and Registering Guests**
12 – 1 pm, FREE
- 5/18 **BNI Webinar: Chapter Web Pages**
12 – 1 pm, FREE
- 5/23 **BNI Webinar: LT Tools & Reports**
12 – 1 pm, FREE
- 5/24 **BNI Webinar: Chapter Goals for LTs**
12 – 1 pm, FREE
- 5/25 **BNI Webinar: Online Renewal for LTs**
12 – 1 pm, FREE

June

- 6/1 **Rutland BNI Interest Meeting**
Christ the King Fellowship Hall,
Rutland
8 – 10 am, FREE
- 6/6 **BNI Vermont Leadership Team Roundtable**
Richmond Free Library, Richmond
8 – 11 am, FREE
- 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

For any of the Events listed above

[Register Here](#)

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, June 14, 1:00 – 4:00 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 [Register](#)

Member Recognition

7

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

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

Jim Powers J.E. Powers Painting Co., Champlain Connections BNI

Kaitlyn Raymond State Farm, Champlain Valley BNI

Patricia Gervais Main Street Floor Covering, The Masters BNI

Kate O'Malley Juice Plus, The Masters BNI

Pamela Milosevich The Healing Centre, Crossroads BNI

Jon Anderson Anderson Home Inspection, Crossroads BNI

Natanya Lara Natanya Lara Energy Healer, Shelburne BNI

New Members – April 2016

Larry Hawley The Vermont Agency, Prosperity BNI

Brad Whalen Nostalgic Painting LLC, Crossroads BNI

Renewed Members – April 2016

Larry Brown L. Brown & Sons Printing, Inc., Crossroads BNI

Jon Anderson Anderson Home Inspection, Crossroads BNI

JT Jackson Booksa Worldwide, The Masters BNI

Michael Bombardier Budget Blinds of Colchester, The Masters BNI



BNI Vermont

PO Box 64737
Burlington, VT 05406

Phone: 802-557-0111
Vickie@BNIVermont.com

Find us on the Web:
www.BNIVermont.com

