



WWW.BNIVERMONT.COM

# Givers Gain<sup>®</sup> Monthly



“Without vision, we are blind to opportunity.”

## From the Executive Director

With the Thanksgiving holiday just around the corner, we here in BNI are celebrating the completion of the first month of your new Leadership Team’s term. It’s amazing what can be done in a chapter with focus and drive! One of the things that makes us tick here at BNI is seeing forward momentum and progress in the businesses throughout the organization. Thank you for making this possible by supporting our Givers Gain<sup>®</sup> mentality!

This month, the bi-annual Advanced Member Success Program takes place which has been doubling in attendance every six months! Years ago I attended the 4 day BNI Certification Course to be able to teach it here in Vermont and I found myself frustrated that the course had not been available in here when I was a BNI member. It will greatly impact your referral and networking efforts in and out of your BNI chapter.

In a couple weeks we will be gathering for the quarterly BNI Vermont Leadership Team Round table. Your Presidents will share with you the pertinent information from the round table meeting as chapters share perspective and information regarding running a productive and fun BNI chapter!

I just returned from the 2014 BNI International Conference, and I’ve included a synopsis on page 4 for some perspective on what’s around the corner for

BNI along with some of my personal experience in the many training opportunities I participated in.

Stay warm through your November and Thanksgiving celebrations and Happy Networking!



**Vickie Wacek**  
BNI Vermont Executive Director

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## Monthly Networking Tip

The Holidays are upon us – Shop Local – Shop BNI. One of the great things about living in a state like Vermont is the diverse access to “locally made” businesses. And with the holiday season coming upon us quickly, the advertising venues have already started their deluge of holiday advertising, some of it regaling us of the importance of shopping local. This year, when you are considering your shopping options, we urge to start with BNI members, local or otherwise, to find what you need. There are a couple easy ways to search through what BNI members have to offer, and I will show you one in this Monthly Tip.

When you sign into BNI Connect you will see a small magnifying glass icon on the top right of the home page. When you click on that, it takes you to a search option that allows you to search through all 170,000+ members worldwide, as well as Advanced Search Options to choose a specific country, state, profession, etc. Remember to submit out-of-state referrals through your chapter’s Vice President (not on BNI Connect... yet), and happy shopping!

*“You can’t buy happiness, but you can shop local, and that’s kind of the same thing.”*

*- Unknown*

## Quick Links

[BNIVermont.com](http://BNIVermont.com)

[BNI.com](http://BNI.com)

[BNIPodcast.com](http://BNIPodcast.com)

[SuccessNet](http://SuccessNet)



## BNI Profiles of the Month

**Sarah Richardson:**  
**Crossroads BNI**

**Dan Swider:**  
**Champlain Valley BNI**

**Julie Citorik:**  
**Champlain Connections BNI**  
**Connie Lawton: Integrity BNI**

## BNI Podcasts

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.

**1 Podcast = 1 Continuing Education Credit (CEU)**

October 15: **Episode 378:** Two Tips for Moving People in the Right Direction

October 22: **Episode 379:** Being in Sync with Your Networking Partners

October 29: **Episode 380:** Finding Your Inner Networker

November 5: **Episode 381:** What Makes Someone Referrable?

November 12: **Episode 382:** Is Your Network Deep or Shallow?

## 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:** **Continuous Partial Attention** *Become more alert by doing less online* by Dr. Ivan Misner

**Words of Wisdom:** **7 Key SMART Goals to Achieve Business Success** *Establish million dollar habits* by Brian Tracy

**Art of Networking:** **Expert Excerpts from BNI’s “Truth or Delusion”** *Debunking business networking delusions* by Francie Vitale

**To the Next Level:** **Think Like a Connector** *New book illustrates the power of Givers Gain®* by Mark McKergow and Helen Bailey

## Keeping Up With Our Membership Through the Holidays

by BNI Vermont Director Consultant, Richard Fox

Myriad commercials hocking gift-wrapped luxury cars. People in festive garb and libation-induced smiles. Yes, it's The Holidays – that time of year when we shuffle our calendars and re-prioritize professional and personal obligations in the name of holiday cheer. While it's tempting to set aside our BNI business to attend the Loyal Order of the Water Buffalo Saturnalia Shindig, it is important to maintain, if not build, our BNI client base and BNI-derived business during the holidays.

To accomplish this, we must first accept an elusive concept: BNI is our business, not something we do with our business. This means embracing our colleagues in BNI as more than our marketing team: They are our clients, a key source of business and revenue. And instead of ranking BNI down with the annual Festivus "Airing of Grievances", we must celebrate BNI as we would the party hosted by our number one client or trade association. In short, we need to indulge in three key habits this holiday season:

**Meet With Our Clients** – I wish I had a penny for every time someone begged out of a 1-1 with a woeful "I am SOOOOOO busy, I don't have time." Time is always tight (professional success will do that), but we have time to meet with our clients (how else do we do business?) so we need to give our BNI clients the same courtesy. We can schedule a weekly lunch or coffee date with a BNI client, add the meeting in our business calendar and set up a "tickler" (Outlook, Apple, and Google calendars do this easily) to remind us of the meeting, and send a confirming e-mail 24 hours in advance of the meeting. All that's left is to show up ready to talk turkey.

**Learn About Our Businesses** – No matter how long we have been weaving baskets or selling insurance, we never know everything about our professions. This is why we read trade journals, take continuing education courses, or subscribe to trade-related listserves. It's no different with BNI, but it's much easier: We can take 15 minutes each week to listen to a podcast (found on the BNI website or the BNI Vermont Facebook page) or read a BNI newsletter. If we have a bit more time, perhaps a BNI-related book or attend a MSP is in order.

**Bill Our Clients** – Whether on a computer or a clipboard, we all invoice our clients for work performed – if we didn't, we wouldn't get paid. Why not broaden our view of "billing" to include our BNI clients? We can record work completed for our clients (referrals), payment received from our clients (TYFCB), work done for our businesses (CEU's), and time spent with clients (1-1's). This not only helps us improve our bottom lines, but it also helps our BNI clients improve theirs.

If, like Ebenezer Scrooge, we learn to keep BNI well with these three habits, none of us will be sitting at the kiddie table when it comes time for reaping the financial harvest.



### **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**  
**The Law Office of**  
**Richard J Fox**

**Date Accepted to Chapter**  
April 4, 2006

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

## From the 2014 BNI International Conference November 6 – 8, 2014 · Garden Grove, California

Twice a year I travel to various parts of the country to meet 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.

For the next three newsletters, I will be sharing some of my take-aways from the most recent 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 members.

### BNI Connect and Other Technologies

It's official! BNI Renewals can now be submitted online! This new option was added to the BNI Connect system on Monday, October 27, and after getting the perspective needed to make sure this really was an asset to BNI Vermont members, we enabled this ability in Vermont on Monday, November 10! Sixty days prior to your BNI renewal, you may choose to submit online, or fill out the usual paper-copy applications; whichever works best for you.

Also, BNI Support is currently in beta-testing for the new BNI Connect Online App! Approximately 20 BNI regions across the world are testing out the platform as we speak. There isn't an official launch date, but I will be sure to let you know once there is! A screenshot of the app is shown to the right.

Lastly, there is a new app available on Androids and iPhones which will give you direct access to BNI HQ's e-newsletter, SuccessNet. Visit the Apple Store or Google Play today to download this well designed and easily accessible app!



### The BNI Foundation and Business VOICES™!

Many of you may not be aware that BNI has a non-profit arm called The BNI Foundation. One of its most notable attributes is that the foundation is 100% outreach with zero overhead or administrative costs (BNI's founder, Dr. Ivan Miser's wife, Beth manages the entire Foundation). This means that 100% of your donation goes directly to the causes and people who need it.

A very exciting outreach has just started through a partnership between the BNI Foundation and Stand Up America! called Business Voices™. The idea behind this endeavor is to have BNI members work on a 1-2-1 basis with struggling local school systems where BNI members pair with individual students to help them find their positive inner voice and envision a bright future! The idea originated from outreach to inner-city schools and kids with little hope for a positive future. We all know there are school systems here in Vermont where individual students would thrive on the mentoring that we as BNI members can provide!

I will be working directly with Beth Misner and CEO of Stand Up America!, Derrick Boles, to bring this mentoring program to Vermont. If you are interested in being a Mentor through this program, please contact me as soon as possible.



*“I am really glad to hear about your BNI Foundation Business VOICES™ movement, and I know it will bring more awareness to the needs of inner-city and inner-urban schools.*

*Business all over the world benefits when we all work together to create a flow of resources where they are needed at a time when they seem to be blocked by a paralyzing bureaucracy.*

*All the best to you as you press on in this worthy endeavor!”* - Richard Branson

### BNI Connect 5

Each year the National Director of South Germany, Kevin Brenes, traveled to 5 BNI chapters in 5 Countries in 5 days. Each year at the BNI International Conference we get to share in his experience through a short presentation and video of his trip. This year Kevin traveled to Germany, Dubai, Kenya, Long Beach and Cape Town! To share in his amazing voyage and experiences, and give yourself some perspective on BNI on an international level, [enjoy this short video!](#)

## 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.

<b>Bennington</b>	<b>Montpelier</b>
<b>Brattleboro</b>	<b>Morrisville</b>
<b>Burlington</b>	<b>Shelburne</b>
<b>Middlebury</b>	



## Dr. Ivan Misner Is ‘Coming’ To Vermont!

Recently I was in touch with BNI’s founder Dr. Ivan Misner, regarding providing some support for BNI Vermont members. We are currently working on setting up a live webinar for Wednesday, December 10 at 12:00 pm where Dr. Misner will provide a quick presentation, followed by taking your questions on any topic you care to bring up. We hope you will join us for this amazing webinar. Mark your calendars today!

## 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. Come brush up on your Networking Skills! Next Scheduled MSPs:

**Tuesday, November 18, 1:00 – 4:00 pm**  
**Thursday, December 11, 5:00 – 8:00 pm**

Hickok & Boardman Building, 346 Shelburne Road, Burlington

## Advanced Member Success Program

If you are looking for in-depth discussions and perspective on your actions within your BNI chapter, look no further than the next Advanced Member Success Program. We provide five 2-hour trainings on:

1. How to compel others to WANT to refer to you
2. Strengthening your referral relationships
3. Building a referral network that refers to you all day, every day
4. Getting more business in 60 seconds or less
5. Creating presentations that matter

BNI Vermont has already scheduled the next Advanced MSP for Monday, November 17, 8:00 am – 5:00 pm. Registrations have already been received and we would love to see you there!

[Register Here](#)

## Calendar of Events

**Bi-Weekly “Start a BNI Chapter” Webinar**  
 Every other Monday, 8:00 – 9:00 am  
 It is free, and anyone is welcome to attend.  
 Register for each webinar individually.

### November

- 11/17 Advanced Member Success Program**  
Keller Williams, Colchester  
8:00 am – 5:00 pm
- 11/18 Burlington Member Success Program**  
Hickok & Boardman, Burlington  
1:00 – 4:00 pm
- 11/14 BNI Connect Webinar: Leadership Team Tools/Reports**
- 11/17 BNI Connect Webinar: Updating Your Profile**
- 11/18 BNI Connect Webinar: Online Referrals!**
- 11/20 BNI Connect Webinar: Social Media**
- 11/21 BNI Connect Webinar: Member Tools & Reports**
- 11/24 BNI Connect Webinar: Maintaining Your Chapter Website**
- 11/25 BNI Connect Webinar: The Visitor Process**

### December

- 12/10 Dr. Ivan Misner BNI Vermont Webinar**  
12:00 – 1:00 pm

**For any of the Events listed above**

[Register Here](#)



## Member Recognition

### Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Veronica Paquette Essex Aquatic and Rehab Center, Prosperity BNI

Megan Waite Does It Fit, Prosperity BNI

### 6 Months Perfect Attendance

Irvin Eisenberg Montpelier Structural Integration, Crossroads BNI

Darlene LeClaire Nerium International, Champlain Valley BNI

Veronica Paquette Essex Aquatic and Rehab Center, Prosperity BNI

Barb Dozetos Above the Fold, Champlain Valley BNI

Jace Sheppard Vermont Tech Guy, Champlain Valley BNI

Lisa Cruser Allstate Insurance, The Masters BNI

Eric Noel Your Growth Coach, Wealth Builders BNI

Rick Stevens Pure Water Technology, Crossroads BNI

Richard Fox The Law Offices of Richard J Fox, Champlain Connections BNI

Lisa Cruser Allstate Insurance, The Masters BNI

### New Members – October 2014

Kristi Anderson Dodge Podge Printing, The Masters BNI

Jay Stearns Accent Productions, Champlain Valley BNI

Jason Baillargeon AmeriSpec Inspection Services, Integrity BNI

Joshua Osborne Paydata Payroll Services, Integrity BNI

Mary Maloney State Farm, The Masters BNI

Pamela Milosevich The Healing Center, Crossroads BNI

### Renewed Members – October 2014

Lee Priddy Goss Dodge, The Masters BNI

Leslie Allen Midas Automotive, Champlain Valley BNI

Jon Houghton Maplehurst Florist, Champlain Valley BNI

### BNI Vermont

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