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Givers Gain[®] Monthly



“Without vision, we are blind to opportunity.”

From the Executive Director

October 1st... a huge event state-wide and internationally for BNI chapters! We just saw the completion of a year’s worth of effort, energy and time from your alumni Leadership Team and their Supporting team members! A huge thank you to all of your outgoing Presidents, Vice Presidents and Secretary/Treasurers, Membership Committees, Visitor Hosts and Coordinators for taking time out of their own businesses and putting their innovative ideas and inspiring leadership towards the success of you and your BNI Chapter!

Now comes the next 12 months of leadership from a new team, being mentored by your alumni team! Each year we transition in a new team for several reasons: A) to give your fellow members a break from the time commitment each role has; B) to bring in fresh ideas and inspiration; C) to cultivate a BNI chapter which, over many years, consists of many members who understand the importance and skills needed to lead a BNI Chapter; and D) to allow members the opportunity to learn leadership skills for their own business and professional development. If you already find yourself interested in a role for the 2015-2016 term, don’t hesitate to share that with your new Leadership Team.

Now it’s your turn to support your New Leadership Team! What goals do they have for your chapter and what can you do to help you and your entire chapter get there? Use the Givers Gain[®] mentality to be a part of the future and continued success of your BNI chapter! Happy networking!



Vickie Wacek
BNI Vermont Executive Director

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Continuing Education



Monthly Networking Tip

This month's tip is going to be a pat on the back to all of you Vermont BNI members. I don't know what you put in your Wheaties, protein shake or cup of coffee last month, but keep it up! Let me explain: over the last 2.5 years we've seen a steady increase in member participation, which has also led to a steady increase in the Average Referral Value state-wide, attendance, 1-2-1s, etc. However, **this month was the LARGEST JUMP IN VERMONT HISTORY!**



Members in the GREEN jumped from 19.5% to 23.5%



Members in the GRAY dropped from 26% to 18.5%



Average CEUs per member in 6 mo. jumped from 9.34 to 12.71



Average referral statewide jumped from \$969.59 to \$1,118.93

“My life should be unique; it should be an alms, a battle, a conquest, a medicine.”
– Ralph Waldo Emerson

It is incredible to watch you all be passionate professionals, dedicated to your fellow members and true followers of Givers Gain® philosophy. This is what we call THE POWER OF ONE! Thank you for using what BNI has been honing for 29 years – this BNI program means so much to me and it means even more to me to visit your chapters, share your excitement for what you do, and see the statistics reflect your efforts!

Quick Links

BNIVermont.com

BNI.com

BNIPodcast.com

SuccessNet



BNI Profiles of the Month

[Neal Kandel: The Masters BNI](#)

[Jackie DesLauriers: Prestige BNI](#)

[Matthew Portnoy: Prosperity BNI](#)

[Rick Gomez: Wealth Builders 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)

September 17: [Episode 374: \\$1.1M in Closed Business – In One Week](#)

September 24: [Episode 375: The Number 1 Trait of a Master Networker](#)

October 1: [Episode 376: A Global Approach to Networking \(14:25\)](#)

October 8: [Episode 377: Your Contribution Lives On](#)

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: [What Can Business Do About It With Plan B, you can change a life!](#) by Dr. Ivan Misner

Words of Wisdom: [Continual Learning is Key to Your Business Success Learn and grow every day from experience and others](#) by Brian Tracy

Art of Networking: [Networking Is Like a First Date First impressions count](#) by Sandra Hart, Director of European Affairs and Executive Director, BNI Ireland South & West

To the Next Level: [Going It Alone Take time out to work on your business](#) by Graham Southwell, National Director, BNI New Zealand

Finding and Training a Substitute

by BNI Vermont Ambassador, Barb Dozetos

One of the biggest services you can do for your BNI chapter is sending great substitutes when you can't be there yourself. Here are a few tips.

Make a list of potential substitutes.

Think about your current clients. Who among them could not only talk about the work you do, but also represents a profession not already represented in your chapter? These folks are the perfect substitutes for you. In your absence, they can still speak about the services you offer, furthering your relationship with the members of your chapter and training them to send you referrals. In fact, their Sales Manager Minute on your behalf might even be a testimonial in their own words. The best part: These subs, if their professions don't conflict with a currently held seat in your chapter, also double as a bona fide visitor credit for you!

You probably also have friends and acquaintances whose work isn't already represented in your chapter. Ask them if they'd like the opportunity to connect with a group of people who are trained in word-of-mouth marketing. They probably won't be able to do a testimonial, but you can write a great Sales Manager Minute for them to present and, again, these are qualified visitors for you.

Consider your coworkers and staff. Is there someone in your business who could represent you well? This person won't be a visitor, but you will know that he or she is well versed in your business and able to answer questions on your behalf.

Look at members of other chapters. Who have you encountered in another BNI chapter whose profession doesn't conflict with anyone in our chapter? These substitutes help expand the cross-pollination in our chapters and expand our network. You won't have to explain the process or the rules to them, since they are already BNI pros, but you'll need to make sure to write a solid presentation for them to read on your behalf, since they might not be very familiar with your business.

Prepare in advance.

Don't wait until you need a sub to train one. Now that you have the list of possible subs, start getting them prepared. This will be a big relief to you when you need to find someone to step in on short notice.

- Write up a couple of sales manager scripts to have on reserve.
- Invite potential substitutes to a meeting as a visitor or guest before you need a substitute. This will break the ice and make them more comfortable when they need to show up without you.
- Talk to your possible substitutes now about the BNI meeting and ask if they're typically available on the day of your meetings.

Know your chapter's rules on substitutes.

Each chapter has its own rules about how often someone can substitute and how often a non-member can speak about their business. Make sure you understand this, so you don't send your guest into an uncomfortable situation.



Barb Dozetos
BNI Vermont Ambassador

Member of
Champlain Valley BNI
Tuesday mornings,
7:30 – 9:00 am
South Burlington, Vermont

Professional Classification
Social Media Marketing
Above the Fold Marketing

Date Accepted to Chapter
April 12, 2012

Chapter Roles Held
Vice President (*current*)
Event Coordinator
Chapter Webmaster

Dr. Ivan Misner “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!



Calendar of Events

NEW 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.

October

**10/15 BNI Connect Webinar:
Online Referrals!**
1:00 – 2:00 pm

**10/16 Burlington Member
Success Program**
Hickok & Boardman, Burlington
5:00 – 8:00 pm

**10/16 BNI Connect Webinar:
Social Media**
12:00 – 1:00 pm

**10/17 BNI Connect Webinar:
Member Tools & Reports**
1:00 – 2:00 pm

**10/20 BNI Connect Webinar:
The Visitor Process**
11:00 am – 12:00 pm

**10/22 BNI Connect Webinar:
Maintaining Your Chapter
Website in BNI Connect**
3:00 – 4:00 pm

November

**11/17 Advanced Member
Success Program**
Keller Williams, Colchester
8:00 am – 5:00 pm

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

Thursday, October 16, 5:00 – 8:00pm

Tuesday, November 18, 1:00 – 4:00pm

Thursday, December 11, 5:00 – 8:00pm

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](#)

Member Recognition

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Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Barb Dozetos Above the Fold, Champlain Valley BNI

Danielle Manahan Peoples Trust Company, Integrity BNI

Megan Waite Does It Fit, Prosperity BNI

6 Months Perfect Attendance

Barb Dozetos Above the Fold, 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

New Members – September 2014

Kyle Burkhard Winooski Insurance, The Masters BNI

Melendy Comey Cabi Independent Consultant, Prosperity BNI

Cornelia Ward Cornelia Ward, Prosperity BNI

Reuben Stone Stone & Browning Property Management, Champlain Valley BNI

Mike Remington Extorus Technology for Business, Champlain Valley BNI

Jay Lawrence JL Masonry & Hardscaping, Prestige BNI

Jessica Novak Liberty Mutual Insurance, Wealth Builders BNI

Skye Mahoney Nutritional Therapy Wellness Center, Prestige BNI

Rachel Lacourciere Rachel Lacourciere Yoga Teacher, Integrity BNI

Renewed Members – September 2014

Carolyn Smith Nerium Int'l, Prosperity BNI

Russ Bibens R W Bibens Renovations, The Masters BNI

Matthew Portnoy Williston Insurance Agency, Prosperity BNI

Sean Piana Piana Painting, Prosperity BNI

Zeb Snow Snowscapes General Contracting, Prosperity BNI

Chip Patullo Above-N-Beyond Energy, Champlain Valley BNI

Alicia Kobelski Kobel Systems LLC, Champlain Connections BNI

Max Galvin Vermont Professional Tax, Crossroads BNI

Sarah Richardson Rise and Shine, Crossroads BNI

Rick Stevens Pure Water Technology, Crossroads BNI



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