



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly



“Without vision, we are blind to opportunity.”

From the Executive Director

Happy September, BNI Vermont! Kids are back in school, which means freedom for parents, and also means heavier traffic with college students back on Vermont campuses. Usually this time of year we're catching the start of fall, but it seems summer isn't quite through with us yet!

Here at BNI Vermont we're putting the final touches on Chapter Training, set for this week. As well as in full stride with several new chapters forming throughout the area: Shelburne, Burlington and Middlebury are all on track to have new chapters by the end of 2015. We look forward to introducing you to these amazing new business professionals in the near future!

Coming down the pike in November is the 2015 BNI International Conference. This may be the last International conference held on United States soil for a while, as the international BNI community has officially 'beat' the United States percentage of BNI members; 47% of all BNI members are in the U.S., while 53% are in 63 other countries representing BNI. Should you find yourself traveling out of the country, or have a connection to someone in another country, do not hesitate to share what BNI is all about! Visit a chapter; regardless of what language they speak and you'll be welcomed with open arms!

With the change of Leadership and Supporting Leadership Teams, we need everyone on board! Be sure to thank your fellow members who are stepping down from their current roles, because without their time, enthusiasm and actions, your chapter wouldn't be in the strong position it is now supporting your business!



Vickie Wacek
BNI Vermont Executive Director

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Continuing Education

Monthly Networking Tip: *Wait... my BNI chapter is a business?*

Business: the practice of making one's living by engaging in commerce.

Have you heard this before? That your BNI chapter is a business? Well, it's true. Like a business, your chapter has a hierarchy (that rotates annually, called your Leadership Team and your Supporting Leadership Team). Your chapter exists to make your business grow through referrals. And like a business, there are guidelines, policies and a Code of Ethics so that everyone benefits! With that said, it's important that you understand that each year it is the responsibility of your Leadership Team to take your BNI chapter up a notch; to set business goals, and to enact a plan to reach those goals. You may notice how much effort your fellow members (the President, Vice President and Secretary/Treasurer) put into your chapter, but it goes beyond what you see in the meeting. These 3 roles, and the Supporting roles that make up the entire team, are absolutely critical to your business success in this chapter! Have you told your Leadership Team how much you appreciate their work and the impact it has on you! Your BNI Chapter's Success... this business outside of your business... is highly dependent on these amazing people.

Recommendation #1: Hug your Leadership Team (or at least give them a hearty Thank-You handshake).

Recommendation #2: Actively focus on their businesses and give them referrals!

“The only place where success comes before work is in a dictionary.”



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.

August 19: [Episode 420: V + C Does Not Equal P](#)

August 26: [Episode 421: Can't Decide? Listen to This](#)

September 1: [Episode 422: Exceptions Don't Make You Exceptional](#)

September 9: [Episode 423: What is Success?](#)

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 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: [Networking is a Contact Sport](#) by Dr. Ivan Misner

Words of Wisdom: [9 Common Objections You Must Answer - The answers are easier than you might think.](#) by Brian Tracy

Art of Networking: [You Call That NetWORKing?! - Take a relaxed, natural approach at hospitality events.](#) By Andy Lopata, Co-host of The Global Networking Show

To the Next Level: [Capitalize on Your Motivation - How to move through the unpleasant tasks.](#) By Paul R. Scheele, Ph.D., Co-founder of Learning Strategies

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.



Nate Yandow
Health Club
Duke's Fitness Center
Prestige BNI
Saint Albans, VT



Ed Levite
Residential Mortgages
Union Bank
Wealth Builders BNI
South Burlington, VT



Alec Slater
Real Estate Attorney
Law Offices of Marc Wiener
Prosperity BNI
Williston, VT



Kristen Brassard
Non-Profit
American Lung Association
Prosperity BNI
Williston, 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](#)

[Prestige BNI](#)

[Prosperity BNI](#)

[The Masters BNI](#)

[Wealth Builders BNI](#)

What is the Value of My Membership?

by BNI Vermont Ambassador, Rod Cain



Rod Cain

BNI Vermont Ambassador

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

Professional Classification
Massage Therapist
Rod Cain Massage Therapy

Date Accepted to Chapter
 April 7, 2014

Chapter Roles Held
 President (*incoming*)
 Education Coordinator

When we ask ourselves that question, we might think of how much money comes into our businesses from BNI referrals. Like any relationship however, it's a two-way street and how much business you receive is directly related to how much value you add. This is the very essence of Giver's Gain® and embodies not just the number of referrals you give, but the quality (value) of each and the ways in which you participate.

We invest money and time to be in BNI, so in turn, we make money and succeed in business. To make the most of our memberships, it is very important to focus on how to give:

Be There — Show up to your chapter's meetings. Make it a priority, be on time and be prepared. When you are absent, it is felt throughout the room. Regular absenteeism decreases a member's value.

ENGAGE — One-to-One's serve a critical part of deepening your relationships and increases your value. Someone is far more likely to refer you once they've heard your story, understood your business in depth and spent uninterrupted, focused time with you.

VOLUNTEER — Serve in leadership when positions are offered. Your chapter's appreciation for your time and efforts will translate directly into personal value... and value means more referrals.

PLAN FOR SUCCESS — The last thing your chapter wants to hear is "I'm too busy now". Every small business goes through cycles and the really successful ones have a plan for every turn. Often this means hiring an employee or contractor or opening a new location. Perhaps you meet the newly referred client to assess their needs and schedule them a few months out...checking in along the way. Many will wait for the highly recommended, busy professional as long as you communicate well. It is also perfectly respectful (and a goodwill builder) to pass the referral on to an industry colleague in another chapter.

ONE REFERRAL GUIDELINE — One of the guidelines in BNI is the One Referral Per Person. A referral is an introduction of a person (including yourself) to another BNI member for the purpose of doing business. If you were to get a \$20 service every month and count them individually as a referrals, you would be seen as 'gaming the system' and your average referral value would be dramatically reduced. Of course, every BNI generated transaction counts as a Thank You For Close of Business and should be entered as such. However, an introduction (the referral) is a one-time event; the guideline's intention is to encourage the creation of new business contacts, thus seeding long-term sustainable growth throughout the chapter.

In our culture, we often concentrate on quantity while overlooking quality. Dr. Misner expressed that networks are of little value, no matter how wide, if they are not deep. Depth requires time more than money and nurturing more than expediency. There is no shortcut to either. I know every BNI member has gifts and talents I have yet to understand. When we give of ourselves and our time, attempting a way to say 'yes' authentically and meaningfully, we enrich our relationships and allow each other to shine. Value, then becomes the means AND the end.

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 | BURLINGTON | Milton | SHELBURNE |
| Brattleboro | MIDDLEBURY | Montpelier | Springfield |

Come Visit Our Newest Chapters

Shelburne Pre-Core BNI

Thursdays, 8:30 – 10:00 am, Trinity Episcopal Church, Shelburne, Vermont

Middlebury Chapter – Information Meeting

Tuesday, September 22, 8:00 – 9:30 am
Counseling Services of Addison County

Burlington “Lunchtime” Chapter – Information Meeting

Wednesday, September 23, 1:00 – 2:30 pm
First Congregational Church of Burlington

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, September 24, 1:00 – 4:00 pm

Tuesday, October 20, 5:00 – 8:00 pm

Thursday, November 19, 1:00 – 4:00 pm

*Location: Bevo, 70 Roosevelt Hwy, Colchester

Thursday, October 8, 5:00 – 8:00 pm

*Location: Trinity Episcopal Church, Shelburne

BNI Statewide Mixers

Join BNI Vermont members from across the region for free mixers! New members are especially encouraged to come to these events as the BNI Vermont Team and Executive Director will be there to answer your questions and provide insight into your new endeavor with your BNI chapter! These events range in cost from free to \$20/person. We look forward to seeing you there!

BNI Vermont Mixer

Wednesday, September 23, 5:30 – 7:30 pm

Trader Dukes Lounge, Doubletree Hotel, South Burlington, VT



Calendar of Events

September

9/22 **Middlebury BNI Informational Meeting**, Counseling Services of Addison County, Middlebury
8:00 – 10:00 am

9/23 **BNI Mixer**
Trader Dukes Lounge,
South Burlington
5:30 – 7:30 pm, FREE

9/24 **BNI Member Success Program**
Bevo in Colchester
1:00 – 4:00 pm, Cost: \$15

October

10/8 **BNI Member Success Program**
Trinity Episcopal Church
Shelburne, 5:00 – 8:00 pm
Cost: \$15

10/12 **BNI Webinar: Chapter Goals for LTs**

10/13 **BNI Webinar: Your BNI Profile**

10/14 **BNI Webinar: Leadership Team Tools/Reports**

10/15 **BNI Webinar: Tracking Referrals Online**

10/19 **BNI Webinar: Chapter Web Pages**

10/20 **BNI Webinar: Connecting with Other Members**

10/20 **BNI Member Success Program**
Bevo in Colchester
5:00 – 8:00 pm, Cost: \$15

10/21 **BNI Webinar: Member Tools & Reports**

For any of the Events listed above

[Register Here](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Barb Dozetos Above the Fold Marketing, Champlain Valley BNI

Connie Livingston Cornelia Ward Consulting, Prosperity BNI

Liz Perkins Liz Perkins Nourishing, Prosperity BNI

Megan Waite Does It Fit?, Prosperity BNI

6 Months Perfect Attendance

Brian Bonk Champlain Chevrolet, Prestige BNI

Nate Yandow Duke's Physical Fitness, Prestige BNI

Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI

Gary Sheridan L. Brown and Sons Printing, Champlain Valley BNI

Monique Bedard Coldwell Banker Hickok & Boardman Realty, Prosperity BNI

Barb Dozetos Above the Fold Marketing, Champlain Valley BNI

Liz Perkins Liz Perkins Nourishing, Prosperity BNI

Veronica Paquette Essex Aquatic and Rehab, Prosperity BNI

Monique Bedard Coldwell Banker Hickok & Boardman Realty, Prosperity BNI

Rick Stevens Pure Water Technologies, Crossroads BNI

Larry Michael Midas, Champlain Valley BNI

John Trahan Syntek Global, Prestige BNI

New Members – August 2015

Brendan Coyne Heney Realtors, Crossroads BNI

Bryan Dube ACME Glass, The Masters BNI

Renewed Members – August 2015

Jessica Novak Liberty Mutual, Wealth Builders BNI

Steve Ertle BTV Creative, Champlain Valley BNI

Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI

Reuben Stone Stone & Browning Property Management, Champlain Valley BNI

Don Bluto Bluto Electric, The Masters BNI

Jeremy Webb Complete Clean, Champlain Valley BNI

Pam Milosevich The Healing Center, Crossroads BNI

Alec Slater Law Offices of Marc Weiner, Prosperity BNI

Ed Levite Union Bank, Wealth Builders BNI

Rick Gomez RVG Electric, Wealth Builders BNI

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