



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly



From the Executive Director

It's hard to believe that 2015 is more than halfway through, and that our annual change of the guard (the new Leadership and Supporting Leadership Teams) is just around the corner. It's amazing how time flies when you're having fun!

If you haven't heard yet, 2015 marks the first year that formal Business Plans will be set up for each chapter for the 2015-2016 term. Your chapter's incoming Leadership Teams are working with your Director Consultants to talk about where your time is best spent as a business group to see everyone's businesses grow. Remembering that your BNI chapter is, in many ways, just like a business and it takes a village to make it function efficiently and successfully! Your new Leadership Teams will be announcing their Business Plans to you during the first Feature Presentation in October. Keep your eyes peeled and ears open!

The year may be halfway over, but we sure aren't gearing down here in the BNI Vermont office! The BNI Vermont Team is working hard to bring yet another hugely successful Chapter Team Training event to you all in September! We're also planning various mixers (like the annual summer picnic on August 19th) and training opportunities (like the "Networking Experience" courses) throughout the year. Get involved, meet new people and grow your business!

Have a great August and we'll see you all in September for Chapter Team Training!



Vickie Wacek
BNI Vermont Executive Director

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

- New Chapters Forming 5
- Member Success Program 5
- BNI Networking Events 5
- Chapter Team Training 5

Member Recognition

- Perfect Attendance 6
- Monthly Member Traffic Lights Report . . 6
- New and Renewing Members 6

Continuing Education

Monthly Networking Tip: Substitutes

Midsummer in Vermont means many of us are taking well deserved vacations and with that comes more substitutes at our chapter meetings. Maintain your reputation while you're out of town by using the following tips:

Recommendation #1: You're going to miss one of your member's Feature Presentations, so email them a week or two in advance to set up a 1-2-1 for when you're back so they can share with you what you missed.

Recommendation #2: Pre-Register your Substitutes on BNIConnect.com. This lets the Leadership Team and Visitor Hosts know that someone is coming, and it sends a reminder email to your substitute one day prior to your meeting.

Recommendation #3: (*chapter dependent*) Email your entire chapter (bcc'd is appropriate) and cc your substitute on the email to introduce them to your members prior to the meeting. It makes your substitute feel welcome and appreciated while giving you a chance to put your substitute on a pedestal prior to the meeting.

Recommendation #4: ALWAYS TRAIN YOUR SUBSTITUTES. Provide them with a clearly written Weekly Presentation, briefly explain the agenda, and ask them to bring their business cards (if they don't compete with another member). Remind them that they're there to represent your business, but that the chapter may allow them to talk about their business if time permits.

Properly preparing your chapter and your substitute is how you show your members that they are important to you, and builds your credibility, even while you're out of town. Keep your VCP high, while enjoying your vacation!



"If your absence doesn't make a difference, neither does your presence."

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.

July 22: [Episode 416: Specific is Terrific for Referrals](#)

July 29: [Episode 417: Good Referrals From Unexpected Sources](#)

August 5: [Episode 418: Empty Your Purse Into Your Head](#)

August 12: [Episode 419: The Law of Reciprocity](#)

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. This month's newsletter covers topics on:

From the Founder: [The Secret to Success Boil it down to vision, goals, passion, persistence, and systems.](#) by Dr. Ivan Misner

Words of Wisdom: [Money as a Motivator of Behavior What is it you really desire?](#) by Brian Tracy

Art of Networking: [Why BNI Connect Doesn't Work For results, complete your BNI Connect profile.](#) by Robert Mitchell, Director Consultant, BNI The Buck Starts Here Chapter, Ozark, Missouri

To the Next Level: [Which Wolf Are You Feeding? Why attitude in networking makes all the difference.](#) by Jason Madasz, Executive Director, BNI Northwest Ohio

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.



Thomas LaChance
Long Term Care Insurance
New York Life
Wealth Builders BNI
South Burlington, VT



Larry Michael
Automotive Repair
Midas
Champlain Valley BNI
South Burlington, VT



Mike Lannen
Website Development
Eternity Web
Crossroads BNI
Berlin, VT



Leah Stewart
Audio-Video-Visual Media
Shadow Productions
Champlain Connections BNI
Burlington, 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](#)

Worry About What You CAN Control

by BNI Vermont Ambassador, David Beckett



David Beckett

BNI Vermont Director Consultant

Member of

Champlain Valley BNI

Tuesday mornings,

7:30 – 9:00 am

South Burlington, Vermont

Professional Classification

Residential Real Estate Agent

Chenette Real Estate

Date Accepted to Chapter

January 6, 2004

Chapter Roles Held

President (*current*)

Membership Committee

Education Coordinator

I have the pleasure of teaching the MSP (Member Success Program) in Vermont these days. I'm also the member of longest standing in the State, and that's primarily because it's been profitable for me – although I'll admit that it's also because I find it's more fun than the many other things I've done to build my business. So, I often think about how to make BNI work for members, both new and experienced – so I can pass that on.

Not long ago, I did receive a BFO (that would be a “blinding flash of the obvious”) which I thought profound. Dan Swider, Purveyor of Pens, (and other branded stuff) came up with it. When he visits your chapter as an ambassador, ask him if he'd like to expand on it.

“Worry about what you can control, and the rest will fall into place.”

I know, it's obvious, but profound because it helps me focus on what I should focus on, and relax just a bit about the rest.

The most important three things members **DO** have control of are:

- A. 1:1 meetings
- B. CEUs (Continuing Education Units)
- C. Attendance

By sharing this idea, we reassure new members so they focus on those things rather than making lots of referrals immediately – which may in fact be leads. We focus on this idea as experienced members because if we take care of these three things, the rest really does fall into place. That's because A) it's a lot easier to find a referral for somebody who's business you understand, and it's more likely we'll receive business from people who understand our businesses. It's because B) education makes us better members, and C) attending every meeting / finding and training a good substitute, makes us MUCH easier to refer to.

If you show up EVERY week, do a 1:1 EVERY week and report CEUs EVERY week, you'll soon be referring and receiving referrals as a direct result. And remember to report Thank You For Closed Business.

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	Springfield
Brattleboro	Middlebury	Montpelier	

Come Visit Our Newest Chapter

Shelburne Pre-Core BNI

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

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:

Monday, August 17, 5:00 – 8:00 pm

Thursday, September 24, 1:00 – 4:00 pm

Tuesday, October 20, 5:00 – 8:00 pm

*Location: Bevo, 70 Roosevelt Hwy, Colchester

BNI Statewide Mixers

Join BNI Vermont members from across the region for mixers! New members are especially encouraged to attend as the BNI Vermont Team and Executive Director will be available to answer questions and provide insight into membership. These events range in cost from free to \$20/person.

BNI Vermont Summer Picnic

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

Oakledge Park, Upper Pavilion, Burlington Waterfront

BNI Vermont Mixer [Register](#)

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

Trader Dukes Lounge, Doubletree Hotel, South Burlington, VT

Chapter Team Training

In September BNI Vermont hosts a state-wide training event for all BNI Vermont members to coach you on leadership skills, and share important information about how the BNI organization is supporting you, including Role Specific training for your incoming term. Register today!

Presidents:

Tues., Sept. 15, 8:30 am – 1:00 pm
OR Wed., Sept. 16, 12:00 – 4:00 pm

Vice Presidents & Membership Committee:

Tues., Sept. 15, 8:30 am – 1:00 pm
OR Wed., Sept. 16, 12:00 – 4:00 pm

Secretary/Treasurers:

Tues., Sept. 15, 9:00 am – 1:00 pm
OR Wed., Sept. 16, 12:00 – 3:30 pm

Visitor Hosts:

Tues., Sept. 15, 9:00 am – 1:00 pm
OR Wed., Sept. 16, 12:00 – 3:30 pm

Event Coordinators & Chapter Webmasters:

Tues., Sept. 15, 12:00 – 3:00 pm OR
Wed., Sept. 16, 9:30 am – 1:00 pm

Mentor Coordinators & Mentors:

Tues., Sept. 15, 12:00 – 3:30 pm OR
Wed., Sept. 16, 9:00 am – 1:00 pm

Education Coordinators:

Tues., Sept. 15, 12:00 – 3:00 pm OR
Wed., Sept. 16, 9:30 am – 1:00 pm

Chapter Growth Coordinators:

Tues., Sept. 15, 12:00 – 3:00 pm OR
Wed., Sept. 16, 9:30 am – 1:00 pm



Calendar of Events

August

8/17 BNI Member Success Program
Bevo Colchester, 5:00 – 8:00 pm
Cost: \$15

8/19 BNI Vermont Summer Picnic
4:30 – 9:00 pm, Upper Pavilion
Oakledge Park, Burlington
Cost: Potluck

8/21 BNI at the Burlington Business Fair, Contois Auditorium, Burlington

8/26 The Networking Experience Mixer, 3:00 – 5:00 pm,
Holiday Inn Burlington
Cost: \$20

September

9/1 BNI Webinar: Completing Your BNI Connect Profile

9/2 BNI Webinar: Giving and Tracking Referrals Online

9/9 BNI Webinar: Connecting with Other Members Online

9/10 BNI Webinar: Member Tools and Reports

9/14 Education Coordinator Monthly Web Conference Call
12:00 – 1:00 pm

9/15 & 9/16 BNI Vermont Chapter Team Training, Holiday Inn, Burlington
Cost: \$15

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

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

Veronica Paquette Essex Aquatic and Rehab Center, Prosperity BNI

Connie Livingston Cornelia Ward Consulting, Prosperity BNI

6 Months Perfect Attendance

Kyle Murdock Shred-Ex, Crossroads BNI

Brian Bonk Champlain Chevrolet, Prestige BNI

Nate Yandow Duke's Physical Fitness, Prestige BNI

Jim Powers J E Powers Painting, Champlain Connections BNI

Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI

Dan Swider LP Associates, Champlain Valley BNI

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

Monique Bedard Coldwell Banker Hickok & Boardman Realty, Prosperity BNI

Russell Bibens R. W. Bibens Renovations, The Masters BNI

New Members – July 2015

Adam Routhier Finish Solutions LLC, Wealth Builders BNI

Chris Lazo Edward Jones, Champlain Valley BNI

Julie Brown Green Home Solutions of VT, Wealth Builders BNI

Darren Maynard Maynard Clinic of Acupuncture, Prosperity BNI

Chris Economou Morgan Stanley, Prosperity BNI

Mike Anderson Northern Lights Rock & Ice, Champlain Valley BNI

Renewed Members – July 2015

JoAnn Thibault JoAnn Thibault & Associates, Wealth Builders BNI

Ned Gaston Haven Design & Building, Wealth Builders BNI

Jay Stearns Accent Productions, Champlain Valley BNI

Cailin McMurdo-Minnich Citizens Bank, 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



Changing the Way the World Does Business®