

Givers Gain[®] Monthly



WWW.BNIVERMONT.COM

From Our Executive Director

Regardless of how ‘long’ this summer weather has been around this year, I always find it hard to believe that the month of August is already here. Here at BNI Vermont, we hope that you’ve taken ample time this summer to enjoy our amazing state, and that you have experienced incredible growth in your business!

These days BNI Vermont is busy preparing for Chapter Training in September, which, short of our annual Awards Banquet, is by-far the biggest event of the year! Because BNI is your business, we take training very seriously. Your attendance at this event is a large part of how successful your business and your chapter experiences over the next year will be. We are looking for 100% of BNI Vermont members to make the trip to South Burlington, Vermont for the training. Regardless of your prior experience in your chapter, we here at BNI are constantly learning new techniques and skills that we are looking forward to passing on to you. Don’t forget to register, and we look forward to seeing you then!

Also on BNI Vermont’s docket is an ever expanding team of people supporting you! We are happy to announce the addition of our newest Director Consultant, Justin Brande, chiropractor and owner of Vermont Custom Chiropractic, and charter member of Integrity BNI in Essex Junction! Justin has just completed his transition into supporting Vermont’s three newest chapters: Shelburne BNI, Middlebury BNI and Queen City BNI (Burlington).

We are also proud to announce our new Chapter Launch Director, Dan Swider! Dan is a 6+ year member of Champlain Valley BNI in South Burlington, and promotional products expert and owner of Branded On Demand. Dan’s role will be overseeing the launch of new BNI chapters all over the state, so reach out to Dan at Dan@BNIVermont.com if you or someone you know is interested in starting a chapter of their own!

Enjoy your August, and we’ll see you in a few short weeks at Chapter Training!

Vickie Wacek
BNI Vermont Executive Director



“Without vision, we are blind to opportunity.”

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Continuing Education

Monthly Networking Tip: What Your Attire Really Means

During my years in BNI, I've realized a few things about my attire and how it touches many parts of my life and the lives of the people I interact with. At first, in my twenties, I made sure to dress business appropriate for the soul reason of looking my best (a self-oriented reason). I wanted people to take me seriously and not judge me based on my youth. At that time, it meant avoiding jeans, shorts and flip flops as a bare minimum, but it didn't take long to see that elevating my attire gave me even greater opportunity – I found that the more attention I put on my attire and how professional I looked, the more seriously my BNI members took me and my business. As my relationships with my BNI members have grown, I've realized what an even deeper impact my attire has, and it's not on myself or my business – it's on you and your businesses! When I'm on the job, I am representing my BNI Chapter and even more importantly, you! When I decide what to wear to my BNI meetings, it's based on my knowledge that I'm representing dozens of business people that I not only care about, but who are potentially producing income for me! When I, and in turn the rest of my chapter, all dress appropriately for our BNI meeting, we're working together to attract a larger audience to our chapter AND to our businesses! Let this month's tip inspire you to take a look in the mirror before your next BNI meeting and pat yourself on the back for the impact you are creating for your fellow BNI members... or to inspire you to choose something to wear that will show your members and visitors that your business, and your BNI chapter, are a great place to be each week to build your businesses!

*“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.

July 20: [Episode 466: Networking with Competitors](#)

July 27: [Episode 467: Is a Facebook Endorsement Really a Referral?](#)

August 3: [Episode 468: Can You Network Too Much?](#)

August 10: [Episode 469: 3 + 1 = Member Success \(Classic Podcast\)](#)

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.

[BNI Support Changes One Man's Story](#)

Submitted by Paul Chipping, BNI Surbiton, Surrey West Director Consultant

[More 1-2-1s Equal More Referrals](#)

Submitted by Dr. Ivan Misner & Beatrice Sparacino

[Ask the Expert: Franchising](#)

Submitted by Eden Creamer, Global Marketing Coordinator

[BNI Foundation Grant Impacts Clubs Across America](#)

Submitted by Beth Misner, BNI Foundation Co-Founder and President

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.



Michael Hughart
Business/Commercial
Insurance
Winooski Insurance
Integrity BNI
Essex, VT



Craig Chevrier
Web Development
**Eternity Web
Development**
Queen City BNI
Burlington, VT



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

Quick Links

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BNI.com



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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](#)

From Our BNI Team

Why Current Member Mentoring?

by BNI Vermont Chapter Launch Director, Dan Swider

As most of you know, one of the great things about BNI is our Mentoring Program. Chapters with strong Mentoring Teams consistently see better member retention. This is because new members are not left to just “figure this out”. How many of you know that there is also a Current Member Mentoring program? Now, how many of you are saying to yourselves, “I have been doing this for a few years and I am darn good at referral marketing”?

It's pretty safe to assume that in BNI we are all pretty good at what we do. After all, that is how we got through the interview process to become a member in the first place! That said, almost none of us are experts at referral marketing. Save for maybe BNI's founder, Dr. Ivan Misner.

I know in my own membership, asking for a mentor in year 3 changed my entire membership. I was struggling, and getting a perspective from another member on how to be better at THIS was a huge boost for me. Keep in mind, no mentor is going to tell you how to run your business. Current Member Mentoring is about becoming a better member and getting a better return on your BNI investment.

Maybe you are in the second year of your membership and you have the basics down. Have you asked someone for a perspective on how to take it to the next level? I would bet after a year or more in BNI you may have an entirely different set of questions then the ones you walked in with on day one. Have you reached out to your Mentor Coordinator and asked them to assign you an available mentor?

Current Member Mentoring is set up to be driven by the member who has questions or wants to improve as a member. There is a plan in place and people in your chapter trained to help you. The first step in becoming a better member is asking!

Happy Networking!



Daniel Swider

Chapter Launch Director

Member of

Champlain Valley BNI

Tuesday mornings

7:30 – 9:00 am

South Burlington, Vermont

Professional Classification

Advertising – Promotional Products

Branded On Demand

Date Accepted to Chapter

November 3, 2009

Chapter Roles Held

Mentor Coordinator

Membership Committee

Visitor Host

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	Manchester	Richmond	Stowe
Brattleboro	Milton	Rutland	Waitsfield
	Montpelier	St. Johnsbury	

Member Success Program

Have you attended a Member Success Program recently? Has it been more than six months? More than a year? Member Success Programs are specifically intended for all BNI Members to gain more knowledge about being successful members of their chapters! It is recommended that **all members** attend at least one Member Success Program every year to take full advantage of all BNI has to offer! If you have not attended an MSP recently, or if you have but would find going to another one in the near future beneficial, consider registering for an upcoming Member Success Program!

Tuesday, August 23

2:00 - 5:00 pm

Location: Bevo

Roosevelt Highway, Colchester



July 2016 MSP Graduates.



Calendar of Events

August

- 8/17 BNI Vermont Summer Picnic**
Oakledge Park Pavilion, Burlington
4:30 pm, Fee: Parking \$8
- 8/23 BNI Member Success Program**
2:00 – 5:00 pm
Cost: \$15 for members
\$30 for non-members
- 8/25 BNI Connect Webinar:
Chapter Webpages**
3:00 – 4:00 pm
Fee: FREE
- 8/29 BNI Connect Webinar:
Leadership Team Tools & Reports**
3:00 – 4:00 pm
Fee: FREE
- 8/30 BNI Connect Webinar:
Chapter Goals for Leadership Teams**
3:00 – 4:00 pm
Cost: FREE
- 8/31 BNI Connect Webinar:
Online Renewals in BNI Connect**
3:00 – 4:00 pm, Cost: FREE

For any of the Events listed above

[Register Here](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Mark Browning Stone & Browning Property Management, Crossroads BNI

Kristen Ginsburg Vermont Custom Fitness, Middlebury BNI

Timothy King Timothy King Attorney at Law, Middlebury BNI

Todd Lefkoe Vermont Spineworks and Rehabilitation, Middlebury BNI

Marla Ceppetelli Queen City Bikram Yoga, Prosperity BNI

Derek McCarthy Paychex, Prestige BNI

Ben Fuller Holden Insurance, Middlebury BNI

Jackie Goddard Black Dog Affairs, Queen City BNI

Mollie Lannen CW Print + Design, Queen City BNI

6 Months Perfect Attendance

Nathan Muehl NMA Financial, Prestige BNI

David Beckett Chennette Real Estate, Champlain Valley BNI

Jimmy Matas Handy GMC, Prestige BNI

David Weigel Ward & Babb Attorneys at Law, Champlain Valley BNI

Travis Spencer Kinney Insurance, Champlain Valley BNI

Mark Browning Stone and Browning Property Management, Crossroads BNI

Patricia Gervais Main Street Floor Covering, The Masters BNI

Beth Anne McFadden McFadden Academy of Irish Dance,
Champlain Connections BNI

Norm Frost Wireless Zone, Crossroads BNI

Sam Orfanidis Spectac Health Fitness and Performance, Prosperity BNI

Dan Swider Branded On Demand, Champlain Valley BNI

Jackie Budgor The Empowered Pantry, Champlain Valley BNI

Natanya Lara Natanya Lara Energy Healer, Shelburne BNI

Robert Caneco Robert A. Caneco, R.A., Champlain Valley BNI

Monique Bedard Coldwell Banker Hickok & Boardman Realty,
Prosperity BNI

Russ Bibens RW Bibens Renovations, The Masters BNI

BNI Vermont

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Vickie@BNIVermont.com

Find us on the Web:
www.BNIVermont.com



New Members – July 2016

Taylor Robbins Minute Man Press, Champlain Valley BNI

Renewed Members – July 2016

Megan Waite Does It Fit, LLC, Prosperity BNI

Melendy Comey Cabi, Prosperity BNI

JoAnn Thibault JoAnn Thibault & Associates, Wealth Builders BNI

Ned Gaston Haven Design & Building, Wealth Builders BNI

Misty Williams Misty Williams Massage Therapy, Prosperity BNI

Michael Hughart Winooski Insurance, Integrity BNI

Louise Kowalewitz Union Bank, Integrity BNI

Rick Benson Little Garden Market, LLC, Champlain Connections BNI

Amber Thibeault Ward and Babb, Wealth Builders BNI

Tilyr Dunklow Summit Chiropractic Center, Champlain Connections BNI

Gold Club Members

The Gold Club recognizes BNI Vermont members who have sponsored six or more new members into their own BNI chapter, and in other Vermont chapters. Here is a link to [Vermont's Gold Club Members](#). Join the club today!

[Ben Fuller, Middlebury BNI](#)

[Liz Merryman, Queen City BNI](#)

[Julie Thorpe, Shelburne BNI](#)