

Givers Gain[®] Monthly



WWW.BNIVERMONT.COM

From Our Executive Director

June – the month of graduations, warmer days, and vacations! For most of us Vermonters the summer months mean a transition in our memberships as we try to balance more activities in our personal lives with increased activity in our businesses. Make sure to keep your standing on the Referral Confidence Curve high with your BNI members by never taking your eye off of your membership.

This month is also the start of our annual Leadership Team and Supporting Leadership Team transition! Each October our chapters transition the leadership of our chapters, which allows for shared perspectives and direction from year to year. Your current President, Vice President, and Secretary/Treasurer are collaborating with your Director Consultant to bring that new team into being. What impact do you want to have in the 2017-2018 term? What skills and passion can you bring to your BNI chapter that not only positively impact your fellow members, but also make you stand out as the star you are? It takes a village to run a chapter smoothly, so be sure to let your Leadership Team know you’re interested in taking on a role in the chapter for 2017-2018.

In two short months we hope you’ll join us for our annual **BNI Summer Picnic!** It’s amazing to network with one another in such a beautiful outdoor setting with family and good food! Mark your calendars for **Wednesday, August 16, from 4:30 – 9:00 pm** at Oakledge Park in Burlington. You won’t want to miss this!

Another upcoming event is **Chapter Team Training on Monday and Tuesday, September 11 and 12!** This is a required part of your membership each year and is included in your Membership Dues (free to attend). More importantly, this is your opportunity to network with hundreds of BNI members, learn new perspectives to apply to your membership, and perfect the role you represent in your chapter. If you thought the BNI Banquet was big, you should see this annual event!

Happy networking BNI Vermont, and we’ll see you in August and September!

Vickie Wacek
BNI Vermont Executive Director



“Without vision, we are blind to opportunity.”

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Continuing Education

Monthly Networking Tip: Professions and Professionalism

BNI Vermont has grown so much over the last five years! We used to be a small statewide membership of about 100 professionals made up of experts in real estate, finance, insurance, and construction, but we lacked physical therapists, hair stylists, dog trainers, or movers, to name a few. Look at BNI Vermont now! 300+ members representing a diverse range of professions. Take our Energy Healer in Shelburne, our Pre and Post Natal expert in South Burlington, our Edible Landscaper in Montpelier, and our Artist/Painter in Middlebury (this is just a small selection of the unique professions I could have chosen from). With this increase in diversity we have found ourselves occasionally struggling in our ability to understand their professions, and how to get them referrals. Months ago while at a BNI meeting, the members of the chapter laughed at a fellow member's Weekly Presentation (at the member's expense) due to the topic. The members didn't laugh to offend their fellow member – they did it because it was a topic they were uncomfortable with and they didn't know how to react. The first step to overcoming this hurdle is overcoming our own misconceptions and prejudices about certain professions. When our Membership Committee has approved someone for membership, we know that this individual is someone with experience, passion, and a drive to be successful in that profession. Our job is to connect with them and when this happens, passing referrals becomes easier. As you read this, if a specific member of your chapter comes to mind, this is your chance to reach out to them and learn about their profession! - Vickie Wacek, Executive Director, BNI Vermont

*“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.

- May 17: [Episode 507: Be a Dog With a Bone](#)
- May 24: [Episode 508: Keys to Using Written Testimonials](#)
- May 31: [Episode 509: Don't Reinvent the Wheel](#)
- June 7: [Episode 510: The Leaky Bucket Syndrome](#)
- June 14: [Episode 511: Do Non-Profits Work in BNI?](#)

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 Resources

Have you ever been interested in accessing the BNI Logo? Maybe you missed a recent BNI Webinar to help you learn how to use BNI Connect? What if you would prefer the *Givers Gain* book you received in the Members Success Program, in audio format? Visit Support.BNIConnect.com and click on **The Resource Center** button. Why not take a few minutes right now to check out what this site has in store for you!

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.

6 Tips for a Successful Networking Mixer

By Eden Creamer-Hurdle

The Formula for Success in BNI

By Ivan Misner, Ph.D, BNI Founder

Hold Yourself Accountable to Achieve Your Goals

By BNI Staff

Grit is Your Key to Success

By Graham Weihmiller, BNI CEO

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.



Carolyn Casey
Life, Disability, & Long Term Care Insurance
State Farm
Queen City BNI
Burlington, VT



Monica Moore
Restoration
Puroclean
The Masters BNI
Colchester, VT



Alice Lissarrague
Consulting Services
Lissarrague College Guidance
Shelburne BNI
Shelburne, VT



Ron Flanders
Television Advertising
Hearst Television (NBC5)
Wealth Builders BNI
South 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

Heart of Vermont BNI

Integrity BNI

Middlebury BNI

Prestige BNI

Prosperity BNI

Queen City BNI

The Masters BNI

Shelburne BNI

Wealth Builders BNI



Richard Fox

BNI Director Consultant

Member of
Champlain Connections BNI
Friday
7:30 – 9:00 am
 Main Street Landing
 Burlington, VT

Professional Classification
 Real Estate Attorney
 Law Office of
 Richard J. Fox, PLLC

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

**Need to reach your
 Director Consultant or
 an Ambassador?**

[Click Here](#)

Top Tier Referrals

by BNI Director Consultant, Richard Fox

Ever since I was a kid, I have looked forward to when McIntosh apples are ripe for the picking. The thing about McIntosh is that if you pick them too early (late August) the apples are far too tart to enjoy, while if you wait too long (late September) they turn sickly sweet and pasty, making them useless for baking or eating. Early September is when they are firm, crisp, and a perfect blend of sweet and tart.¹

The other trick to picking McIntoshes is that the best apples are always on the upper branches of the tree where the sun can best ripen them. The apples on the lower branches are far easier to pick, but as they see little sunlight they remain sour for much longer, and are more likely to be bird-struck or nipped by deer.

Much like those top branch McIntoshes, referrals beyond Tier 2 can be difficult to obtain, particularly if you spend your Weekly Presentations seeking easy referrals - the low hanging fruit of your business or profession. Tier 3+ referrals are those referrals that derive from a Tier 2 referral, and the members who receive them are usually those who 1) best educate (NOT sell) their colleagues on what referrals they want, and 2) conduct their businesses in the most professional of fashions. Until a few years ago, I did not understand this – I regarded any referral beyond Tier 2 as a white whale, a legend spoken of only in hushed tones by grizzled BNI members.

That changed when, as the result of a request for clients buying investment properties, I received a referral to a client buying his first investment property (Tier 2 referral). While working with this client, I dealt directly with his realtor and his loan officer. Unfortunately, this purchase fell through due to issues with the property, and I was ready to write this off as a failed referral.

Imagine my surprise when both the lender and the realtor separately contacted me and indicated that because of how I represented my client they both wished to refer business to me (Tier 3 referrals). Since then, they have provided over two dozen referrals (Tier 4 referrals).

Two other realtors in that company contacted me to refer business to me. Between them, another eighteen referrals have come my way (Tier 4 referrals). Many of those Tier 4 referrals referred me to others, resulting in another six referrals (Tier 5 referrals).

And before we close out this story, let's circle back to the original referral and his realtor: my client later found two other investment properties (Tier 2 referral) and the client also referred me to his parents selling a property (Tier 3 referral), who then referred me to a family friend buying a property (Tier 4 referral). The realtor has had my office represent him in six acquisitions or refinances (Tier 3 referrals).

I have received over fifty Tier 3+ referrals from that one failed Tier 2 referral. All because I was clear in my desire for top-branch referrals, and I worked with those initial referrals to have other referrals branch out from them.

We all can obtain high quality referrals if we are willing to put in the effort, educate our members, and conduct ourselves professionally. So why settle for low hanging fruit?

¹Trust me, early-September McIntoshes are the best. You can thank me later.

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
Brattleboro
Manchester

Milton
Richmond
Rutland

St. Johnsbury
Stowe
Waitsfield

Member Success Program

Have you attended a Member Success Program recently? 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 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:

Monday, June 19, 5:00 – 8:00 pm
Tuesday, July 18, 1:00 – 4:00 pm
Thursday, August 24, 1:00 – 4:00 pm
Location: Holiday Inn
South Burlington



Advanced MSP Graduates.

BNI Summer Picnic

Don't miss the annual BNI Summer Picnic on Wednesday, August 16 from 4:30 – 9:00 pm! Come down to Oakledge Park, bring your families, and your friendly dogs on leashes for a laid back, social networking opportunity. BNI Vermont will be supplying grilled burgers and dogs and plenty of bottled water. Bring a beverage of your choice (no glass containers) and a dish to share. There's lots of room for lawn games, and don't forget your swim suit if you'd like to hit the beach. Please **REGISTER** on the BNI Event Calendar so we can supply enough food & water!



Calendar of Events

June

- 6/19 Member Success Program**
5:00 – 8:00 pm, Fee: Free for Members, \$30 for non-members
- 6/26 Milton BNI Interest Meeting**
8:00 – 10:00 am
Cornerstone Community Church
26 Bombardier Road, Milton
Fee: FREE

July

- 7/18 Member Success Program**
1:00 – 4:00 pm,
Fee: FREE for Members,
\$30.00 for non-members

August

- 8/16 BNI Vermont Summer Picnic**
4:30 – 9:00 pm, Fee: FREE
- 8/24 Member Success Program**
1:00 – 4:00 pm
Fee: FREE for Members,
\$30 for non-members
- 8/28 Leadership Roundtable**
2:00 – 5:00 pm, Fee: FREE

[Register Here](#)

For any of the Events listed above

Member Recognition

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

Mollie Lannen CW Print + Design, Queen City BNI

Patrick Decelles DZ Security, Champlain Connections BNI

Sarah Lipton The Presence Point LLC, Heart of Vermont BNI

Tim Monty Professional Financial Associates, Integrity BNI

Julie Brown Green Home Solutions of VT, LLC, Heart of Vermont BNI

Tim King Timothy King Attorney at Law, Middlebury BNI

6 Months Perfect Attendance

Dan Swider Branded On Demand, Champlain Valley BNI

Elizabeth Davidson Clear Connections Chiropractic, Queen City BNI

Gillian Randall Gillian Randall Photography, Champlain Connections BNI

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

Robert Shea Rob Shea Carpentry, LLC, Integrity BNI

Kevin O'Hara Liberty Mutual, Integrity BNI

Lisa Lord Lisa Lord Nutritional Therapy, Wealth Builders BNI

Erik Kolomaznik CK Financial Resources, Shelburne BNI

Bruce Blokland PayData, The Masters BNI

Nicholas Martin Burlington Telecom, Champlain Connections BNI

David Beckett Chenette Real Estate, Champlain Valley BNI

Steve Matteucci Physician's Revenue Management Inc., Integrity BNI

Alan Kinney Kinney Insurance Agency, Prestige BNI

Jeff Teplitz Academy Mortgage Corporation, Prosperity BNI

Curtis Gross Nutrimost VT, Shelburne BNI

Rick Gomez RVG Electrical Services LLC, Wealth Builders BNI

Mary Maloney State Farm, The Masters BNI

**Congratulations to all Chapters in the Green
May 2017**

Heart of Vermont BNI

Montpelier, VT

To access your Chapter's Traffic Lights Report, go to:
BNIconnect.com -> Reports -> Chapter -> Chapter Traffic Lights

New Members – May 2017

Catey Iacuzzi Ma'at Development Group, Champlain Connections BNI
Michael Mulcahy Red Thread, Champlain Connections BNI
David Gold Edward Jones, Crossroads BNI
Timothy Boltin Delicate Decadence, Crossroads BNI
Arlene Silva Continuity Works, LLC, Heart of Vermont BNI
Claudia Pringles Law Office of Claudia I. Pringles, Heart of Vermont BNI
Peter Lloyd Lloyd Plumbing, Heating and Gas Service, Heart of Vermont BNI
Sarah McAllister Botanica Florals, Heart of Vermont BNI
Jeff Harton Harton Associates, Integrity BNI
Jolita Sakmanaite Brilliant Massage Therapy, Integrity BNI
Bill Sinks Multy Builders, Inc., Middlebury BNI
Mike Dever Acorn Painting, Middlebury BNI
Rhonda Costes Northern Vermont Laser, Prestige BNI
Joshua Wellenstein Vermont Physical Therpay, Queen City BNI
Sheridan Weir Ma'at Development Group, Queen City BNI
Tiana Roussin Acme Glass, The Masters BNI

Renewed Members – May 2017

Adam Ashe Alan Ashe Insurance, Champlain Connections BNI
Richard Fox Law Office of Richard J. Fox, PLLC, Champlain Connections BNI
Constance Archer LegalShield, Champlain Valley BNI
Robert Caneco Robert A. Caneco, R.A., Champlain Valley BNI
Marie Frohlich Taproot Consulting, LLC, Crossroads BNI
Rick Stevens Pure Water Technology, Inc., Crossroads BNI
Liz Merryman Century 21 Jack Associates, Queen City BNI
Kate O'Malley Juice Plus, The Masters BNI
Michael Sacco Stratalyne Business Solutions, The Masters BNI
Russell Bibens RW Bibens Renovations, The Masters BNI

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