



Givers Gain[®] Monthly

From Our Executive Director

Welcome to October, BNI Vermont! A little peculiar on the 'weather front', but a GREAT Leadership Transition this year. 90% of all members attended Chapter Training in September, which is a new BNI Vermont record! We are so proud of the level of professionalism you've shown proving your commitment in your BNI chapter, and because of that, we are looking forward the most profitable year for BNI Vermont members in history with this 2017-2018 term.

We have our sights on the fall Leadership Team Roundtable with your new Presidents, Vice Presidents, and Secretary/Treasurers in November. This quarterly undertaking provides a live forum to discuss chapter tools and ideas. It is always lively, highly attended, and a big support mechanism for your Leadership Team!

We are also already getting ready for the 5th Annual BNI Vermont Awards Banquet, set for Friday, May 11, 2018. If you are interested in getting one of our Sponsorship opportunities, you can contact Meaghan Diffenderfer at Admin@BNIVermont.com. This is BNI Vermont's second largest event each year, and you will want this chance to get your name and business in front of hundreds of members!

And lastly on the docket is our representation at the BNI International Convention in November. This will be the last International BNI convention on United States soil for a few years as BNI Global takes it to BNI regions throughout the world. These annual conventions bring BNI Executives and Director Consultants from all over the world (77 countries to be exact) to share ideas, set goals, and bring more success to professionals like you who rely on the innovative and driven system that is BNI. I look forward to sharing the 'take aways' from this conference with you all through this monthly e-newsletter!

Thank you for all that you do, and Happy Networking!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Using Recognition as a Tool with Your New Leadership Team

Taking on a Leadership role takes drive and passion! In BNI, those roles run the gamut from our own role as a chapter leader and expert in our profession, to our in-chapter roles of Event Coordinator to Vice President and beyond. Being a leader sometimes feels a bit like being blind – stumbling your way through new experiences and expectations. Luckily for us, there is a **BNI Core Value** that comes into play here that makes your leadership role easier and more fruitful: **Recognition**. As leaders, each of us will save time and get better results when we know that our words and actions are landing the way we intend them. It's impossible for us to see these results without feedback from those being impacted; this is where your ability to provide **Recognition** to your fellow members is paramount to the success of your chapter and your new Leadership Role. When you **Recognize** a fellow member, you also boost the trust that individual has in you, which increases your chances of getting referrals! For example – you notice that your chapter's Facebook Page has some really great new images, tags, and descriptions! Take a moment to tell your Chapter Webmaster that you noticed and it looks great! That member who just always seems to boost the energy in the room with their Weekly Presentation? – tell them! And how about your Secretary/Treasurer's reading of the "Investment to Join" statement at the conclusion of the meeting – let them know how well they do it! Using **Recognition** to boost your fellow members is a pivotal part of keeping the culture in your chapter positive, and it will result in a stronger chapter!

- Vickie Wacek, Executive Director, BNI Vermont

Podcasts

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 Podcast featuring tips on Word-of-Mouth Networking.

September 20: **Episode 525:** Four Desperate Networkers

September 27: **Episode 526:** Plays Well With Others

October 4: **Episode 527:** Will Social Media Replace Face-to-Face Networking?

October 11: **Episode 528:** How Many Networks and How Many Hours?

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.

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 Suggestions to Get the Perfect Business Cards](#)

By Eden Creamer-Hurdle

[How Much Time Should You Spend Networking?](#)

By Ivan Misner, Ph.D, BNI Founder

[4 Tips to Get More Referrals from Your Network](#)

By BNI Staff

[Learning Givers Gain From One of the Greatest Givers of the 20th Century](#)

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 head-shot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.



Jake Hanley
Financial Advisor
People's Securities, Inc.
Champlain Valley BNI
South Burlington, VT



Sarah Spletzer
Educational Services
Movementum
Heart of Vermont BNI
Montpelier, VT



Steve Hartmann
Employee Benefits - Group Insurance
Affiliated Associates
Integrity BNI
Essex Junction, VT

From the BNI Team



Richard Fox
BNI Vermont
Director Consultant

Membership “Whys”

By Richard Fox,

BNI Vermont Director Consultant

This article is brought to you by the adverb “why”. As in:

“Why do we have to enter our data into BNIconnect?”

“Why do our Chapter members always clap after each weekly presentation?”

“Why do we have Referral Reality checks in our meeting agenda?”

Many of these BNI-related “whys” are assumed to be the sole province of our newer members, and while Member

Success Programs go a long way to explaining the ins and outs of BNI membership, there is only so much one can consume from the BNI firehose in one sitting. But it is not just new members who struggle with understanding the “whys”: many of us with years of membership behind us have no idea why we do the tasks and processes within our BNI memberships.

Whether in BNI or the rest of our lives, we all encounter our fair share of “whys”. This is usually in response to the “whats” that we must do in our lives – the paying of bills, completion of work, or other requirements of life that we often do out of reflex instead of intent. For some of us, we take it for granted that there are good reasons for these “whats”, while others of us silently mull over the myriad possible “whys”.

It can sometimes be too overwhelming to really think about the “whys”, which can lead to our resenting the “whats.” And when we resent the “whats”, we avoid doing them: we defer, we delay, we make excuses, all the while being just a “why” away from better understanding just how integral our participation in the “what” truly is.

Within BNI, Director Consultants are charged with being able to explain the “whys” behind the “whats” of membership and chapter success. The reason for this is two-fold: first, they want us to better understand how we can succeed through BNI, and thus better help our Chapters succeed. Second, they want us to understand the many reasons behind the best practices we are asked to engage in for our Chapters’ continued growth and success.

This, however, is not a one-way street: we need to be able to explain our “whys” to each other and to those working with us. It is not enough to answer a “why” with “we have always done it this way” or “we don’t like it”. Why have we always done it this way? Why do we not like it? Is the “what” truly based on a valid “why”, or are we failing to explore the matter enough?

There is a “why” behind every “what”, but we need to be willing to ask the questions, hear the answers, and explore our processes. By asking for the “why” we may find that our only real objections to the “whats” of our lives are based on incomplete or erroneous understandings of the “whys”. And if we persist in avoiding “whats” without pursuing “whys” we deprive ourselves, our chapters, and our colleagues from reaping the benefits of a fully-engaged BNI membership.

About the Author

Member of

Champlain Connections BNI

Meets Fridays, 7:30 – 9:00 am

Main Street Landing Third Floor Great Room · Burlington, VT

Current Roles: Vice President & Director Consultant, BNI VT

Past Roles: Education Coordinator, Growth Coordinator,
Vice President, Membership Committee & President

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:

Wednesday, October 18, 3:00 – 6:00 pm

Location: Holiday Inn, South Burlington



September Member Success Program Graduates.

Calendar of Events

OCTOBER

- 10/17 BNI Connect Webinar: The Power of Connect**
3:00 – 3:30 pm, Fee: FREE
- 10/18 BNI Connect Webinar:
Tracking Activity Online & Mobile**
3:00 – 3:30 pm, Fee: FREE
- 10/18 BNI Member Success Program**
3:00 – 6:00 pm, Fee: FREE for Members,
\$30 for non-members
- 10/24 BNI Connect Webinar:
Expanding Your Network Through BNI Connect**
3:00 – 3:30 pm, Fee: FREE
- 10/24 The Business Experience:
Train the Trainer Level 2**
3:00 – 5:00 pm, Fee: \$20 for members,
\$30 for non-members
- 10/30 Advanced Member Success Program**
8:00 am – 5:00 pm, Fee: \$125 for members

NOVEMBER

- 11/1 Queen City BNI Visitors' Day**
11:30 am – 1:30 pm, Fee: FREE
- 11/6 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Fee: FREE
- 11/7 Prestige BNI Visitors' Day**
8:00 – 10:00 am, Fee: FREE
- 11/14 The Business Experience:
Mediating Professional Conflict**
3:00 – 5:00 pm, Fee: \$20 for members,
\$30 for non-members

[**Register for Events**](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Elizabeth Davidson

Clear Connections Chiropractic, Queen City BNI

Tim King

Timothy King Attorney at Law, Middlebury BNI

Barbara Dozetos

Above the Fold Marketing, Champlain Valley BNI

6 Months Perfect Attendance

Dan Swider

Branded On Demand, Champlain Valley BNI

Elizabeth Davidson

Clear Connections Chiropractic, Queen City BNI

Jeff Teplitz

Academy Mortgage Corporation, Prosperity BNI

Curtis Gross

Nutrimost VT, Shelburne BNI

Mary Maloney

State Farm, The Masters BNI

Barb Dozetos

Above the Fold Marketing, Champlain Valley BNI

Rachelle Frost

Rich Jones State Farm, Heart of Vermont BNI

Tim King

Timothy King Attorney at Law, Middlebury BNI

Kristen Ginsburg

Vermont Custom Fitness, Middlebury BNI

Chris Morse

Chrimorse.net Computer Service, Middlebury BNI

Dave Leinaweaver

D K Leinaweaver, CPA, PC, Middlebury BNI

Jackie Budgor

The Empowered Pantry, Champlain Valley BNI

Robert Caneco

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

Jennifer Kestrel McTigue

Life Vantage, Heart of Vermont BNI

Mollie Lannen

CW Print + Design, Queen City BNI

Seth Gifford

Gifford Construction, Shelburne BNI

Michael Sacco

Stratalyne Business Solutions, The Masters BNI

Ron Lewis

Computer Care, The Masters BNI

Eric Noel

Eric Noel Coaching, LLC, Wealth Builders BNI

New Members - September 2017

Catherine Moller

LuLa Roe Catherine Moller, Champlain Connections BNI

Sarah Harrington

Sarah Harrington Real Estate KW Vermont,
Champlain Connections BNI

Rachel Farrell

Rachelames Design, Crossroads BNI

David Torrey

Rich Jones State Farm, Heart of Vermont BNI

Howie Michaelson

Sun Catcher LLC, Heart of Vermont BNI

Larry Gilbert

Zoombikes, Heart of Vermont BNI

Lisa Mason

Fiddlehead Cuisine, Heart of Vermont BNI

Michael Rutkovsky

Builder Specialties Inc., Heart of Vermont BNI

Stephen Frey

Arocordis Design, Heart of Vermont BNI

Wes Parker

North Branch Tech Services, Heart of Vermont BNI

Michael Napolitano

Awesome Graphics, Inc., Middlebury BNI

Leigh Horton

KW Vermont Real Estate, Prestige BNI

Renewed Members - September 2017

Jordan Handy

The Law Offices of Jordan Handy, Esq.,
Champlain Connections BNI

Louise Kowalewitz

Union Bank, Integrity BNI

Julia Gaboriault

Coldwell Banker Hickok & Boardman, Shelburne BNI

Mike McCarthy

Suncommon, Prestige BNI

Important Links

www.BNIVermont.com

www.BNI.com

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](#)



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Find us on the Web:

www.BNIVermont.com



Changing the Way the World Does Business®