



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly



“Without vision, we are blind to opportunity.”

From the Executive Director

Only a month has passed and already the frigid temperatures have set in. With that comes snow tire season and lots of holiday planning! We at BNI know that this is a BIG time of year for your businesses as well; not just the box stores, but our HVAC specialists, massage therapists, commercial lenders, Realtors and insurance folks. Businesses are crunching their year-end numbers and people are planning their gift giving for the season. This can make it difficult to prioritize your commitments, including your BNI weekly meetings, one to ones and CEUs. To help with this endeavor, we recommend pre-scheduling your one to ones and your CEU time so that you continue to build your business and knowledge without becoming overwhelmed.

Earlier this month the Vermont BNI Leadership Teams gathered to discuss what is going on throughout BNI and their chapters. Some great topics were covered (including the BNI Mobile App, chapter Mentoring Programs and future Advanced Member Success Programs). It’s amazing what perspective and knowledge is gained from these LT Round Tables, and we’re looking forward to our next one in March 2015!

Speaking of 2015, a lot of incredible things are coming to Vermont, including a LIVE webinar with Dr. Ivan Miser for BNI Vermont members only, an update to the Visitors’ Day program and Advanced MSP, and introducing, quarterly “Ask the Executive Director” mixers (more information to come on that).



We look forward to being a part of your 2015 and thank you for your passion, expertise and involvement throughout 2014!

Vickie Wacek
BNI Vermont Executive Director

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Continuing Education

Monthly Networking Tip: Using your Smart Phone to Give Referrals

Technology; some of us throw our arms in the air in celebration (I'm one of those), while others of us throw them up in frustration. However, when it comes to giving referrals, technology, especially your smart phone, can be a huge asset in closing the referral opportunity on the spot! The next time you have the opportunity to give one of your networking partners a referral, say to your client/friend/family member "let me get him/her on his/her cell right now and put you two in touch." That way you give off the air of being well-organized and well-connected, and if you and your networking partner are close enough to have one another's cell phone numbers, then your client's comfort-level with your networking partner will be even higher and the referral will be more likely to close!

"We live in a high tech world, but work in a high touch organization."

– Dr. Ivan Misner, Ph.D.

BNI Podcasts

CEU Links

BNI Podcasts

BNI The Power Of One Podcasts

Success Through Referrals Podcasts

SuccessNet e-Newsletter

Givers Gain® e-Newsletter

Give yourself some credit!

Each podcast you listen to counts as one Continuing Education Unit (CEU). Remember to enter your CEUs on BNIConnect.com!

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.

November 19: [Episode 383](#): You Do the Math (*Classic Podcast*)

November 26: [Episode 384](#): The 5 Most Important Hiring Traits

December 3: [Episode 385](#): Continuous Partial Attention

December 10: [Episode 386](#): There's No Substitute for a Good Substitute

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.

October 30: [Episode 143](#): Setup the Rest of 2014

November 13: [Episode 144](#): What to Say After Hello

November 25: [Episode 145](#): Changing a Chapter's Culture

December 2: [Episode 146](#): Josey Johnson Sharing Tips for Networking During the Holidays

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.

STR 43: [Networking vs. The Lottery](#)

STR 44: [What is the Right Approach?](#)

STR 45: [Referral Responsibility Scale](#)

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

www.BNIVermont.com/Events.php

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!

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: [“Thanks, I Don't Need Your Card” How to give and receive business cards.](#) by Dr. Ivan Misner

Words of Wisdom: [Prioritize with the “Rule of Three”](#) by Brian Tracy

Art of Networking: [Breaking through the Networking Veneer See the world through their eyes.](#) by Braith Bamkin, Executive Director—BNI Melbourne West & Geelong and Area Director – BNI Melbourne Central

To the Next Level: [Are You Listening? Switch off the inner voice.](#) by Andy Lopata, Co-host of The Global Networking Show

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. That includes your headshot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.



Aaron Smith, Landscaper
S&D Landscapes LLC
The Masters BNI, Colchester, VT



Angela Poirier, Residential Mortgages
Peoples Trust Company
Prestige BNI, Saint Albans, VT



Julieta Rushford Santiago, Chiropractor
Rushford Family Chiropractic
Prosperity BNI, Williston, VT



David Rose, Computer Services
Rose Computer Technology Services
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](#)

[Integrity BNI](#)

[Prestige BNI](#)

[Prosperity BNI](#)

[The Masters BNI](#)

[Wealth Builders BNI](#)



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

The “If By Thursday” Technique

by BNI Vermont Ambassador, David Beckett

At this time of year, there’s a lot of talk in offices – and BNI chapters – about setting goals. Often those goals are numerical, and take the form of a simple business plan: How many referrals will I need to make a set dollar amount? There’s a worksheet for this right in the MSP manual.

The other side of the coin (last pun, I promise) is a question: What should I DO every week, to see that I make the money I’ve set as a goal for myself for the year? These activities are reported during the second time around the room in a BNI meeting, when we stand and say things like “I HAVE...” (a Referral, a 1-2-1 to report, a CEU credit to report, a Visitor today, or a Thank You for closed business).

The first president of our chapter used to close meetings by saying “Have a great BNI week, everybody!” That was Mike’s way of reminding us: *It’s not just attending meetings which make us successful and prosperous members of a BNI chapter, known to be givers, who people want to refer to. It’s what we DO during the week.* These days, 11 years on, we’re talking a lot about goal setting, and I think it’s helpful to focus on BOTH questions, the money AND the things we DO. But how do we consistently do things, which result in income?

At 1:00 Thursday afternoon, the phone in my shirt pocket emits a familiar “ding”. I no longer bother to look at it because I know what it says. It says “If by Thursday...”

That phrase reminds me that “If By Thursday” (the day may be different for you) I haven’t found a bona fide referral for a BNI member, I need to think for a moment. It may be that I’ve made a referral but haven’t yet entered it in BNI connect. Or it may be that I haven’t placed a referral this week, and it’s time to ...DO something - like scheduling a 1-2-1, or listening to a podcast, or reaching out again to somebody who hasn’t yet been persuaded to visit the chapter, and making an invitation. These are the activities I want to DO weekly, to avoid that uncomfortable feeling on Tuesday morning when I realize that during the second time around the room – the “I have” round if you will – I have ...nothing.

I came up with the “If By Thursday” reminder, after I found myself standing up a couple of different times on a Tuesday morning, and showering a fellow member with elaborate and heartfelt praise for a job well done... because I had nothing else to report. Giving praise is a wonderful thing. It’s essential in fact. It’s a vital part of what I call the “I Have” part of the meeting. That’s why it’s often called the “Referrals and Testimonials” part of the meeting. But those testimonials should only be 5 or 10 seconds long during the meeting. If it’s longer, why not write it on letterhead? With some advance notice your president will happily give you time to read it.

In my own experience, revenue goals tend to get met if I can consistently DO things during every week.

From the 2014 BNI International Conference November 6 – 8, 2014 · Garden Grove, California

Twice a year I travel to various parts of the country to meet with BNI National Directors, Executive Directors and Director Consultants from all over the United States and the World to exchange perspectives and ideas regarding “the BNI member experience”. We share our experiences and successes with the mindset of making BNI in our regions more successful for our members.

For the next three newsletters, I will be sharing some of my take-aways from the most recent conference with the intention of giving you an idea of what is coming down the pike for BNI and to provide you some eye-opening perspective on how you are using your BNI members.

An Update to New Member Packets

It was announced that the BNI Founders Circle is working to update the New Member Packet by changing out the CD to a Memory Stick and a downloadable website which will now provide not only the 45-minute “Orientation to BNI” audio file, but also a video from Dr. Ivan Misner! More on this to come!



BNI Connect and Technology Updates

It is very common for new members to request an electronic version of the New Member Application, and it looks like that will be coming in the near future (no finalized date as of yet). What is stopping this update to BNI is that we are still missing 3 BNI countries on the BNI Connect system; Canada, New Zealand and Australia, will be joining the BNI Connect family in January of 2015. Once this migration has been completed and debugged, BNI Support is looking forward to getting electronic applications finalized. This will be an interesting endeavor as the application will have to be available through each BNI region’s public website (as applicants do not have access to BNI Connect until accepted by your Membership Committee). Plus, the application will have to be in 49 languages... always an interesting programming feat. More on this to come!

Inviting Visitors Through BNI Connect

Did you know it was possible to invite prospective visitors to your BNI Chapter through BNI Connect? BNI Vermont is one of the highest usage BNI regions in the world (in the top 20 out of some 700 regions, to be exact). The reason behind this is because we are the only BNI region in the world that is 100% paperless (at least, that’s what BNI HQ tells me). And to help you to continue your usage of BNI Connect, don’t forget to use the OPERATIONS tab to send Invite Emails to those friends, family members and clients that you were like to have at your meeting! You are able to personalize the “Invite Email” to your liking. We recommend taking a moment today to go to BNI Connect, click on the OPERATIONS tab at the top of your home page, and click the “Send Invitation” link under Manage Visitors and send yourself an Invite Letter to review it.

BNI Crossroads BNI

Meeting Details
Thursday 8:00 AM
Beaulieu Place Conference Center
Central Vermont Chamber of Commerce
33 Stewart Rd
Berlin, VT 05641

Directions
Take Exit 7 off I-89. Left at light. Half mile to 4-way intersection. Chamber office is cream colored building on the corner. Use lower level parking in front of double doors for access to conference rooms.
[View Map](#)

Member Count: **19** [Show Members](#)

[Visit Chapter Website](#) [View Chapter Gallery](#) [Visit this Chapter](#)

CHAPTER LEADERSHIP

President
Susan Snider
Phone: 802-496-6251
[Send Message](#)

Vice President
Ryan LaCroix
Phone: 902-479-9100
[Send Message](#)

Secretary / Treasurer
Rick Stevens
Phone: 207-350-0809
[Send Message](#)

Chapter Director Consultant
Richard Fox
Phone: 802-819-7106
[Send Message](#)

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 is a list of towns in Vermont that are currently working to get BNI chapters up and running. If you know someone in one of these towns, please get in touch with Vickie Wacek as soon as possible.

Bennington
Brattleboro
Burlington
Middlebury

Montpelier
Morrisville
Shelburne



Calendar of Events

December

- 12/18 Shelburne BNI Information Meeting**
 Edward Jones, 41 IDX Drive,
 South Burlington
 10:00 – 11:30 am
- 12/22 Bi-Weekly “Start a BNI Chapter” Online Call**
 8:00 – 9:00 am

January

- 1/5 Bi-Weekly “Start a BNI Chapter” Online Call**
 8:00 – 9:00 am
- 1/6 Member Success Program**
 Hickok & Boardman Building
 Burlington, Cost \$15.00
 5:00 – 8:00 pm
- 1/12 Education Coordinator Monthly Conference Call**
 12:00 – 1:00 pm
- 1/19 Mentor Coordinator Monthly Conference Call**
 12:00 – 1:00 pm
- 1/19 Bi-Weekly “Start a BNI Chapter” Online Call**
 8:00 – 9:00 am

February

- 2/2 Bi-Weekly “Start a BNI Chapter” Online Call**
 8:00 – 9:00 am
- 2/9 Education Coordinator Monthly Conference Call**
 12:00 – 1:00 pm

For any of the Events listed above

[Register Here](#)

Member Success Program

Join BNI Vermont Ambassador David Beckett in the coming months 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. Come brush up on your networking skills! Next Scheduled MSP:

Tuesday, January 6
5:00 – 8:00 pm

Hickok & Boardman Building,
 346 Shelburne Road, Burlington

Pictured here are the Tuesday, November 18 Member Success Program graduates.



Advanced Member Success Program

Last month’s Advanced Member Success Program was an amazing success! With 10 attendees from six of Vermont’s eight BNI chapters there was lots of experience and perspective shared for the 8 hour course.

After a great discussion with the Leadership Teams at our quarterly Round Table in Richmond, we’ve decided to break this course down into 5 workshops, which will be offered at different intervals throughout the years. We hope this change will increase accessibility and attendance by members throughout the years. Stay tuned for information on these future course dates.



Advanced Member Success Program attendees.

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Danielle Manahan Peoples Trust Company, Integrity BNI

6 Months Perfect Attendance

Irvin Eisenberg Montpelier Structural Integration, Crossroads BNI

Darlene LeClaire Nerium International, Champlain Valley BNI

Lisa Crusier Allstate Insurance, The Masters BNI

Eric Noel Your Growth Coach, Wealth Builders BNI

Rick Stevens Pure Water Technology, Crossroads BNI

JoAnn Thibault The Vermont Agency, Wealth Builders BNI

Deb Moore Able Glass Paint & Flooring, Prosperity BNI

New Members – November 2014

Elissa Rose Dream Bear Creations, Prosperity BNI

Thomas Stebbins Stebbins Plumbing, Heating & A/C, Wealth Builders BNI

David Rose Rose Computer Technology Services, Wealth Builders BNI

Jason Barron North Country Mechanical Insulators, Wealth Builders BNI

Ed Levite Union Bank, Wealth Builders BNI

Stephanie Fuller Twiggs Catering, Prestige BNI

David LeBlanc D&D Carpet Cleaning, Prosperity BNI

Diana Sheltra Sheltra Tax & Accounting, Champlain Connections BNI

Alaina Murphy J Hilburn Men's Clothing, Wealth Builders BNI

Tim Stowe Tim Stowe Photography, The Masters BNI

Richard Sturtevant Eagle Country 92.5, Champlain Connections BNI

Renewed Members – November 2014

John Cooney Paychex, Champlain Valley BNI

Scott Lowe A La Carte Web Marketing, Champlain Valley BNI

PJ Pfeifferberger New York Life, Wealth Builders BNI

John Holzscheiter The Vermont Agency, Prestige BNI

Jackie Budgor Healing Your Heart and Soul, Champlain valley BNI

Dan Swider Branded on Demand, Champlain Valley BNI

Peter Cassels-Brown Green Mountain Renewable Energy,
Wealth Builders BNI

Brian Bonk Champlain Chevrolet, Prestige BNI

John Trahan Syntek Global, Prestige BNI

Matthew Walker JC Image, Prestige BNI

Karen Branon Branon Bookkeeping, Prestige BNI

Corey Bertrand Bertrand Electric, Prestige BNI

Bruce Blokland Paydata Payroll Services, The Masters BNI



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