



WWW.BNIVERMONT.COM

# Givers Gain<sup>®</sup> Monthly



“Without vision, we are blind to opportunity.”

## From the Executive Director

**Y**up, it's February! You thought things would slow down with the snow, but as usual, it proves false! Here at BNI Vermont we are in full swing planning events, especially the huge **BNI Vermont Awards Banquet** held at the Sheraton Burlington which takes 100+ hours to prepare. We're also working hard preparing for Visitors' Days (which 6 out of 8 chapters in Vermont are doing this year), summer events (like a night at the Lake Monsters, a cruise on Lake Champlain and the annual summer picnic), and new trainings (i.e. a One-to-One training, the Advanced MSP, honing your Weekly Presentation and a Leadership & Communication course)!

I also find myself gearing up for many speaking engagements. As I think about your future in BNI, I realize that you will benefit much more if there were other businesses in Vermont that you could easily reach out to through the BNI network, so I am spreading the word of "community networking and support" by working with state-wide colleges and universities to offer guest lectures on networking, as well as teaming up with chambers of commerce all over Vermont to provide coaching on relationship marketing (aka - networking). With this outreach we'll build your chapters and give you access to more amazing business professionals like yourself.

Do you have an idea which BNI Vermont could consider to help you, your business and your membership in the organization? Just reach out to your chapter's Director Consultant today! Set up a 1-2-1 and share your ideas! Happy Networking!



**Vickie Wacek**  
*BNI Vermont Executive Director*

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## Continuing Education



### Monthly Networking Tip:

It's a Thursday morning and you've got an 8:30 am appointment with one of your clients. There's a light dusting of snow outside, but nothing to be concerned about. You're on time, but come to find out your car won't start. What do you do? Email the client and everyone who works with them to let them know that you won't be able to make the appointment? Call the client, explain your situation and reschedule? Probably the later, right? The reason for this is when a scheduling situation arises, it's important to contact the people most directly affected. Let's apply this to your membership; we know that absences happen! So, when you're suddenly unable to attend a meeting and need to 'take an absence', avoid emailing your entire chapter as it's unnecessary and usually hurts your reputation. Instead, email your Leadership Team to explain the situation, email that day's Featured Presenter to set up a 1-2-1 (you want to show them that what they had to teach you that day is important to you), and email any members you were scheduled to have a 1-2-1 with that day and explain your situation. We've all received chapter-wide emails explaining an absence, and they can be a real downer, so let's get rid of those!

## 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.

- January 21: [Episode 390](#): When to Hand Out Your Card
- January 28: [Episode 391](#): World's Worst Networker (Classic Podcast)
- February 4: [Episode 392](#): The 3 Ps of a Powerful Network
- February 11: [Episode 393](#): The 7 Things I Learned from Starting a Business

### 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](http://www.BNIPowerOfOne.com) to access these podcasts at any time.

- January 13: [Episode 148](#): What Is Our Full Potential in 2015?
- January 20: [Episode 149](#): Are you a Group or a Team? With Janet Sisson
- January 26: [Episode 150](#): The Referral Confidence Curve with Tim Paulin

### 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](http://www.SuccessThroughReferrals.com). This website helps non-BNI business professionals with their word-of-mouth marketing efforts.

- [STR 46](#): True Goal Setting for 2015!
- [STR 47](#): How to be Effective. Lessons learned from the movie American Sniper
- [STR 48](#): What's Your Story?

### *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](http://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](http://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:** [Breath of Life: How I learned to appreciate the here and now.](#) by Dr. Ivan Misner

**Words of Wisdom:** [Increase Your Cash Flow in 4 Steps: Don't be afraid to ask the brutal questions.](#) by Brian Tracy

**Art of Networking:** [Top 10 Ways to Grow Your Business in BNI: Invest in others to invest in your business.](#) by Diane Lazarowicz, BNI Circle of Excellence Chapter, Western Pennsylvania

**To the Next Level:** [The BNI Connect Checklist: Use it today to set up your profile and start receiving referrals.](#) by David Kauffman, Managing Director and Senior Director Consultant, BNI Delaware Valley Regions

## 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](http://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.



**Jay Cummings**  
Commercial Banking  
Peoples Trust Company  
Prestige BNI  
Saint Albans, VT



**Eric Noel**  
Business Coach  
Business Hero Coaching  
Wealth Builders BNI  
South Burlington, VT



**Liz Perkins**  
Children's Health Advocate  
Liz Perkins Nourishing  
Prosperity BNI  
Williston, VT



**Susan Snider**  
Non-Profit Consulting  
Snider & Associates  
Crossroads BNI  
Berlin, VT

## Quick Links

[BNIVermont.com](http://BNIVermont.com)

[BNI.com](http://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](#)

## Visitors and the BNI Experience

by BNI Vermont Ambassador, Michelle Gray



### Michelle Gray

*BNI Vermont Ambassador*

### Member of

**Champlain Connections BNI**

Friday mornings,

7:30 – 9:00 am

Burlington, Vermont

### Professional Classification

**Residential Real Estate Agent**

**Coldwell Banker**

**Hickok & Boardman Realty**

**The Gray Group**

### Date Accepted to Chapter

July 14, 2007

### Chapter Roles Held

Chapter Webmaster (*current*)

Vice President

Secretary Treasurer

Visitor Host

Events Coordinator

Membership Committee

Many of the BNI Vermont chapters are gearing up for their upcoming Visitors' Day. I don't know about you, but I enjoy having friends and family visit at my house, and I see our meeting as an extension of inviting people into our home. When I have company at my home, I always dust and clean before company arrives and greet them as a welcomed guest. I always feel that you want to set a great impression. Nothing is more important than the first impression. It truly is similar when we invite visitors to attend any of our BNI meetings.

Below is our recipe for success:

- Name badges on and visible for guests to see.
- Dressed professional representing our business and the customers that we are looking to attract.
- Warmly greeting all visitors and making them feel welcomed. (We are all visitor hosts)
- Ask the visitor what profession they represent. If it is not a seat conflict, tell them that you are really glad that they are here, as our chapter is looking for that classification to pass referrals.
- If there is a classification conflict, make them feel welcome to observe the meeting, but explain that they may not advertise their business during the meeting as professional classifications are exclusive.
- Review the meeting agenda with them so they are prepared when they are asked to introduce themselves.
- Introduce visitors to fellow members within their Contact Sphere.
- Make a point of sitting down next to a visitor in a meeting. Ask them, "Did you get to meet with some of the members? We have a great group of professionals in our chapter."

Attending a BNI meeting is an EXPERIENCE. What kind of experience will it be in your chapter?

I wish you all the greatest success on your upcoming Visitor/Stack Days!

## 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.

<b>Bennington</b>	<b>Montpelier</b>
<b>Brattleboro</b>	<b>Morrisville</b>
<b>Burlington</b>	<b>Shelburne</b>
<b>Middlebury</b>	

## 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 MSPs:

**Tuesday, March 10, 1:00 – 4:00 pm**

**Thursday, April 9, 5:00 – 8:00 pm**

**Tuesday, May 5, 1:00 – 4:00 pm**

**Thursday, June 18, 5:00 – 8:00 pm**

**Tuesday, July 21, 1:00 – 4:00 pm**

\*Stay tuned for confirmed locations and times

## New “Ask The Executive Director” Mixers

As BNI Vermont grows, the role of Executive Director for the region shifts. 2015 will see one of these shifts start as I step out of the consulting role for many more chapters across the state. However, one of the best parts of being part of BNI is knowing and connecting with the hundreds of you and your businesses!

So, starting quarterly in March BNI Vermont will start hosting two hour “Ask The Executive Director” mixers. These events are an opportunity for you to meet up with me in person to ask questions about BNI and/or your chapter, and to network with other BNI members from throughout the state.

For now these events are completely free to attend. You are responsible for your own food/beverage costs. The events will go from 5:30 – 7:30 pm, the first 30 minutes for BNI members who have joined the organization in the last 6 months. Please, join us!

**Thursday, March 12, 5:30 – 7:30 pm**

**Wednesday, June 17, 5:30 – 7:30 pm**

Trader Dukes Lounge, Doubletree Hotel, South Burlington, VT



## Calendar of Events

### February

**2/16 BNI Connect Webinar  
Member Tools & Reports  
11:00 am – 12:00 pm**

**2/16 Mentor Coordinator  
Monthly Conference Call  
12:00 – 1:00 pm**

**2/17 BNI Connect Webinar  
Chapter Web Pages  
12:00 – 1:00 pm**

**2/23 BNI Connect Webinar  
Visitors: From Registration to  
Follow Up  
2:00 – 3:00 pm**

**2/24 BNI Connect Webinar  
Chapter Goals for  
Leadership Teams  
1:00 – 2:00 pm**

**2/26 BNI Connect Webinar  
Leadership Team Tools/Reports  
3:00 – 4:00 pm**

### March

**3/2 Leadership Team Roundtable  
Richmond Free Library**

**3/5 Dr. Ivan Misner & BNI Mass 20<sup>th</sup>  
Anniversary Celebration  
Burlington Marriott, Burlington, MA  
Cost \$125.00**

**3/10 Burlington Member  
Success Program  
1:00 – 4:00 pm**

**3/12 Ask the Executive Director Mixer  
Trader Dukes, South Burlington  
5:30 – 7:30 pm**

**For any of the Events listed above**

[Register Here](#)

## Member Recognition

### 6 Months Perfect Attendance

**Nick Hunter** Elevated Shine Auto Detailing, Champlain Connections BNI  
**Susan Snider** Snider & Associates, Crossroads BNI  
**Brian Bonk** Champlain Chevrolet, Prestige BNI  
**Nate Yandow** Duke's Physical Fitness, Prestige BNI  
**Patti Gervais** Main Street Flooring, The Masters BNI  
**Irvin Eisenberg** Montpelier Structural Integration, Crossroads BNI  
**Darlene LeClair** Nerium International, Champlain Valley BNI  
**Lisa Cruser** Allstate Insurance, The Masters BNI  
**Eric Noel** Your Growth Coach, Wealth Builders BNI  
**Rick Stevens** Pure Water Technology, Crossroads BNI  
**John Trahan** Syntelk Global, Prestige BNI  
**Patrick Decelles** Alliance Security, Champlain Connections BNI

### New Members – January 2015

**Scott Sears** Floor Coverings International, Champlain Valley BNI  
**Chandra Pollard** Union Bank, Crossroads BNI  
**Browne Mills** PuroClean, Integrity BNI  
**Nate Hibler** Grippin Donlan & Pinkham, Wealth Builders BNI

### Renewed Members – January 2015

**Michelle Gray** Coldwell Banker Hickok & Boardman Realty,  
Champlain Connections BNI  
**Cynthia Jane Burrill** Studio J Creative LLC, Champlain Connections BNI  
**Rebecca Manchester** Rebecca Manchester Design & Illustration,  
Champlain Connections BNI  
**Mary Catherine Jones** Voice Over Vermont, Champlain Connections BNI  
**Kyle Murdock** Shred-Ex, Crossroads BNI  
**Christine Beall** Edward Jones, Prosperity BNI  
**Kelley Cartularo** Pax Academic Exchange, Prosperity BNI  
**Pamela DuBrul** Nerium International, The Masters BNI  
**Susan Gosselin** Hall Communications, Inc., The Masters BNI  
**Marc Wiener** Marc E. Weiner Law Offices, PLLC, The Masters BNI  
**Eric Noel** Business Hero Coaching, Wealth Builders BNI  
**Chaney Noyes** Noyes Automotive & Tire, Wealth Builders BNI

### BNI Vermont

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Find us on the Web:  
[www.BNIVermont.com](http://www.BNIVermont.com)



### Celebrations – January 2015

**NEW GOLD CLUB MEMBER**  
**Barbara Dozetos** Champlain Valley BNI