



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly



“Without vision, we are blind to opportunity.”

From the Executive Director

Can you believe it; 2015 is already halfway complete! It’s amazing how time flies with life, kids, and growing businesses. I hope your 2015 has been amazingly successful and fulfilling, and let’s keep that momentum going for the rest of the year!

To address that, let’s talk about all of the hard work and energy going into the 2015 Chapter Team Training! One of the reasons BNI Vermont stands out as one of the most successful BNI regions in the world is because of the incredibly high participation of you, our members! Each year the BNI Vermont Team works very hard to put together this event so that you learn more and more about the power of your community BNI chapter. For those of you that have been with your chapter for 3, 5, 8... 11 years, you are the people that bring stories, expertise and life to our trainings by being a trainer yourself. And for our newer members, you will be amazed at the perspectives you will pick up about membership and business! If you haven’t done so already, remember to register! And we’ll see you in September!

Also, there is a lot of new energy in starting new community BNI chapters throughout Vermont. Please take the time to share your connections through out Vermont and support local businesses in starting chapters in their community. Visit [this link](#) to see which chapters are currently forming, and contact me directly with interested parties.



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

Vickie Wacek
BNI Vermont Executive Director

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Continuing Education

Monthly Networking Tip: Conversation Starters

Wow! When it comes to knowing the “ins” and “outs” of your industry, you are the go-to person! You know how to speak in laymen’s terms so that your clients and BNI members understand what you’re talking about; you know how to problem solve all kinds of unique situations; it’s why you’re part of a community BNI Chapter! However, none of your members are experts in your industry... they’re all experts in their own fields. This means that when it comes to really finding you clients, one of the major road blocks to your members finding you clients is their ability to start a conversation with someone who needs your products/services. As someone who has been to well over 600 BNI meetings over the years, I can attest to the fact that many of you struggle in training us how to actually start a conversation with someone who needs your services! You’re very good at teaching us the phrases to listen for... which gets us keyed into who you want, but then we get all tongue-tied when it comes to actually turning a potential client into a closed client for you. Remember the importance of working in “Conversation Starters” into your Weekly Presentations. This may simply be the most powerful thing you can do at your weekly meeting to ensure the ability of your members to close clients for you!



“There is no such thing as a worthless conversation, provided you know what to listen for. And questions are the breath of life for a conversation.”

– James Nathan Miller

BNI 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 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.

June 17th: [Episode 411](#): Using Power Teams to Attract Visitors

June 24th: [Episode 412](#): Why Use Online Assessments?

July 1st: [Episode 413](#): You Achieve What You measure

July 8th: [Episode 414](#): Kiss Fewer Frogs

July 15th: [Episode 415](#): Don’t Promise, Just Deliver (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.

June 15th: [Episode 163](#): 15 Minutes a Day Follow Up with Janie Stein

June 22nd: [Episode 164](#): 15 Minutes a Day Follow Up with Tani Dugger

June 29th: [Episode 165](#): Power of One Interview with Hassan Boussi

July 6th: [Episode 166](#): Power of One Interview with Michael Hauptly-Pierce

CEU Links

[BNI Podcasts](#)

[BNI The Power Of One Podcasts](#)

[Success Through Referrals Podcasts](#)

[SuccessNet e-Newsletter](#)

[Givers Gain® e-Newsletter](#)

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; a website meant to reach those business professionals not involved in BNI to help them in their word-of-mouth marketing efforts. Please enjoy these podcasts, and remember to input your 1 CEU credit as well!

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 boost your visibility and perspective to make your BNI experience amazing!

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: [Demystifying DISC Compatibility for Networking](#)
Know each personality type to network better. By Dr. Ivan Misner and Dr. Tony Alessandra

Words of Wisdom: [Eliminate the Time Wasters in Selling 8 insights for making the most out of too little time.](#) By Brian Tracy

Art of Networking: [Simplify. Focus. Coach. Tips for delivering a message referral partners will remember.](#) Submitted by Tony Wolfe, Managing Director—BNI Central Florida / Orlando

To the Next Level: [Value Your Time, Not Manage Your Time And make time for what's important.](#) Submitted by Paul R. Scheele, Ph.D., Co-founder of Learning Strategies

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



[Kathleen Stine](#)

Caterer
BEVO
The Masters BNI



[Nicholas Briggs](#)

Radio Advertising
97.5 Eagle Country
Prestige BNI



[David LeBlanc](#)

Floor Cleaning
D&D Carpet Cleaning
Prosperity BNI



[Lindsey LaCross](#)

Television Advertising
WPTZ
Champlain
Connections BNI



[Diana Sheltra](#)

Accounting
Sheltra Tax &
Accounting, LLC
Integrity BNI

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](#)

From Our BNI Vermont Team

New Growth: Stronger and More Vibrant Chapters

by BNI Vermont Director Consultant, Richard Fox

A forest fire is one of nature's most exhilarating and traumatic events. Whether by a single bolt of lightning or a long-smoldering leaf pile, what starts as an ember can rapidly grow into an insatiable beast of smoke and flame. Soon, where once a vast expanse of trees stood, having taken decades to grow, surviving innumerable challenges, harboring wildlife of all types, now there is only a wasteland.

It is easy to lament such loss – a forest fire can reduce decades of growth and detritus to ash and destruction in mere hours – but look now at the ashes. Watch as with the next rains the soil blooms with new seedlings, the ash fades into fertile soil, and soon the land is again teeming with life. Where once old, often dead, wood held sway, now there is vibrant new growth taking hold, full of life and possibility.

While this may sound like a National Geographic special, it should sound familiar to all of us. In BNI chapters, we routinely lose members. Some leave after mere months of “trying it out” or due to life changes. Other depart after years of doing great things for their chapters, or after just warming a chair and blocking the sunlight from the other members. Our chapters go through the cycle of losing members and gaining members, and we often worry that each loss is a sign of a greater issue with the chapter. At worst, we curtail our activities within the chapter until we can be assured that the chapter is not failing and that our time and effort is not ill-spent. Indulging in this fear, however, only blinds us to the great opportunities which can come from losing members. In fact, the periodic loss of members is as natural as a forest fire and is symptomatic of a healthy chapter as it is an opportunity to regularly refresh a chapter with new life, new relationships, and new purpose.

Member loss can remove the dead wood, the naysayers, and the seat-warmers and provide the opportunity to welcome new growth, stronger and more vibrant relationships, and enhanced value to the chapter. It can invigorate a chapter with new purpose and new vitality as new members are often enthusiastic and ready to put the “Giver's Gain” philosophy to good use through their networks of people with whom new relationships can be built. Member loss can even allow a chapter to improve its culture as old, sometimes bad, habits can fade away as the members who sustained them leave. Finally, member loss allows each of us to re-evaluate our chapter involvement and see where we can do more for our colleagues and where our colleagues can do more to help us.

Simply put, member attrition is just like a forest fire: natural, unavoidable, and in most instances highly desirable. It causes damage and pain for a short time, but creates extraordinary opportunities for long-term success and growth. It is up to us to recognize these opportunities and to capitalize on them.

Richard Fox

BNI Vermont Director Consultant

Member of Champlain Connections BNI

Friday mornings,
7:30am-9:00am
Burlington, Vermont

Professional Classification

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

Date Accepted to Chapter

April 4, 2008

Chapter Roles Held

President
Vice President
Membership Committee (current)
Education Coordinator



Calendar of Events

JULY

- 7/20 Bi-weekly "How to Start a BNI Chapter" online call, 8:00-9:00am
- 7/20 Mentor Coordinator Monthly Web Conference Call, 12:00-1:00pm
- 7/23 Shelburne BNI Information Meeting, 8:30-10:00am, Trinity Episcopal Church
- 7/23 "The Networking Experience: Trade Shows", 3:00-5:00pm, Holiday Inn Burlington, Cost: \$20

AUGUST

- 8/3 Bi-weekly "How to Start a BNI Chapter" online call, 8:00-9:00am
- 8/10 Education Coordinator Monthly Web Conference Call, 12:00-1:00pm
- 8/17 Mentor Coordinator Monthly Web Conference Call, 12:00-1:00pm
- 8/17 BNI Member Success Program, Bevo in Colchester, Cost = \$15
- 8/19 BNI Vermont Summer Picnic, 4:30-9:00pm, Upper Pavilion Oakledge Park, Burlington, Cost: Potluck
- 8/26 "The Networking Experience: Mixers", 3:00-5:00pm, Holiday Inn Burlington, Cost: \$20

SEPTEMBER

- 9/14 Education Coordinator Monthly Web Conference Call, 12:00-1:00pm
- 9/15 BNI Vermont Chapter Team Training, AM and PM sessions available, Holiday Inn, Burlington. Cost = \$15
- 9/16 BNI Vermont Chapter Team Training, AM and PM sessions available, Holiday Inn, Burlington. Cost = \$15
- 9/21 Mentor Coordinator Monthly Web Conference Call, 12:00-1:00pm
- 9/23 BNI Mixer, 5:30-7:30pm, Trader Dukes Lounge, S Burlington, Cost = Free
- 9/24 BNI Member Success Program, Bevo in Colchester, 1:00-4:00pm, Cost \$15

For any of the Events listed above

[Register Here](#)

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
MILTON
RICHMOND

SHELburnE
SPRINGFIELD
RUTLAND

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, July 21st, 1:00-4:00pm
Monday, August 17th, 5:00-8:00pm
Thursday, September 24th, 1:00-4:00pm

BEVO, 70 Roosevelt Highway, Colchester, VT 05446

BNI Vermont Summer Mixers

A powerful part of networking is diversity, and BNI Vermont is working to put together regular opportunities for you to meet and network with members from other chapters! Register today for all of these summer events, many of which you are welcome to bring your family! **Click on the link to register

[BNI Vermont Summer Picnic](#) [Register](#)

Wednesday, August 19th, 5:00-9:00pm

Location, Upper Pavilion, Oak Ledge Park, Burlington

Cost, Free (parking = \$8/car)

"The Networking Experience" Courses

You asked and we're bringing it to you! Throughout the year we are putting together courses to help you in specific areas of your BNI Membership and your networking experiences! Join us for one or all of these events! Registration will open 6 weeks prior to the courses for BNI Members ONLY, and 4 weeks prior, they will open to the general public. Courses close at maximum 25 attendees, so claim your seat today!

[Networking at Trade Shows](#) [Register](#)

Thursday, July 23rd, 3:00-5:00pm

[Networking at Mixers](#)

Wednesday, August 26th, 3:00-5:00pm

[Communications Skills for Networking](#)

Friday, October 23rd, 10:00am-5:00pm



Member Recognition

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Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Barbara Dozetos Above the Fold Marketing, Champlain Valley BNI
Connie Livingston Cornelia Ward Consulting, Prosperity BNI
Jessica Waters In Perfect Order, Prosperity BNI

6 Months Perfect Attendance

Brian Bonk Champlain Chevrolet, Prestige BNI
Connie Livingston Cornelia Ward Consulting, Prosperity BNI
Dan Swider LPS Associates, Champlain Valley BNI
Jay Cummings Peoples Trust Company, Prestige BNI
Jim Powers J E Powers Painting, Champlain Connections BNI
Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI
Leah Stewart Shadow Productions, Champlain Connections BNI
Kyle Murdock Shred-Ex, Crossroads BNI
Nate Yandow Dukes Physical Fitness, Prestige BNI
Robin Hanbridge Robin's Chaga, The Masters BNI
Russel Bibens RW Bibens Renovations, The Masters BNI

New Members – June 2015

Jesse Lasnier Total Lawncare and Snowplowing, Wealth Builders BNI
Joel Jackson Booska Worldwide Movers, The Masters BNI
Jeff Pierce Crosshair Communications, Wealth Builders BNI
Eric Jones Wright Jones PLLC, Champlain Connections BNI
Rosann Kramer Runway Auto, Integrity BNI
Rodney Putnam The Essex Agency, Prosperity BNI
Towanda Gibson-Geary Spirited Pathways to Healing, Prosperity BNI
Laura Manfred Inspire LLC, Crossroads BNI
Robert Shea Rob Shea Carpentry, Integrity BNI
Jesse Carpenter Floor Coverings International, Prestige BNI
Jeffrey Hathaway VT Bank Card, Prestige BNI
Matt Johnson Booska Worldwide Movers, Integrity BNI
Travis Spencer Kinney Insurance, Champlain Valley BNI
Josh Pepin Kinney Insurance, Wealth Builders BNI
Lisa Bridge What Would Lisa Say, Champlain Valley BNI

Renewed Members – June 2015

Austin Casey Stanley Steamer, The Masters BNI
Stephen Herrero Wells Fargo Advisors, The Masters BNI
Jared Miller Yellow Dog Contracting, Champlain Connections BNI
Melendy Comey Cabi Independent Consultant, Prosperity BNI
Keith Harvey State Farm, Integrity BNI
Erin Hyer Hyer Learning and Diagnostics, Champlain Connections BNI
Patrick Decelles Alliance Security, Champlain Connections BNI



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