



WWW.BNIVERMONT.COM

# Givers Gain<sup>®</sup> Monthly



“Without vision, we are blind to opportunity.”

## From the Executive Director

Happy March BNI Vermont! Thank goodness the coldest February in Vermont history has passed, and warmer weather has taken its rightful place! There are some major events coming to BNI Vermont this year! You're going to want to keep an eye on the BNI Vermont Calendar over 2015 to make sure you get an opportunity to be a part of everything!

The biggest event is the **Second Annual BNI Vermont Awards Banquet** coming up on Monday, April 27 at the Sheraton Burlington's Emerald Ballroom! We're looking forward to 150-180 guests in attendance, yourself included! We still need Table Sponsors, so if you'd like to support this amazing event, please contact me as soon as possible.

Also coming up this summer are three BNI mixers. Wednesday, June 24 will be **BNI Vermont at the Lake Monsters!** This event is being overseen by Julie Citorik and Scot Sweeney from Champlain Connections BNI in Burlington in partnership with the Sara Holbrook Foundation. In July Matt Portnoy from the Prosperity BNI chapter is working to put together a Cruise on Lake Champlain, and there's even talk of bringing in a BNI speaker from out of state for this one! Then, on Wednesday, August 19 will be our annual **BNI Summer Picnic**; potluck, family and games!

Per your request we also have special trainings coming down the pike, including courses in Leadership and Communication, One-to-Ones, How to Invite Visitors and Weekly Presentations. Stay tuned, and Happy Networking!



**Vickie Wacek**  
BNI Vermont Executive Director

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## Monthly Networking Tip: “Inviting visitors is hard!”

Or is it? Inviting visitors can be a struggle. “I don’t know what to say” is commonly heard. Well, for you struggling members ask yourself this question: “what originally attracted you to your BNI chapter?” When you’re able to answer that, then you’ve found your key to inviting visitors. Piquing someone’s interest is usually just a matter of sharing a story with them about what attracted you to BNI!

- Try inviting for 2-3 weeks into the future. We all tend to be busy this week and next week, but can be more available with further notice.
- Preregister your visitors for reminder emails and ensure they attend.
- Talk with them about the regular networking as a viable source of income. Many folks don’t realize the power of relationship marketing.
- Avoid talking about “BNI”. People don’t attend meetings for BNI, they come because of the community, potential relationships, and reliability. BNI is simply the tool used to get all these into the same room.
- Since money is part of this, let them know that the 200 BNI members in Vermont generated \$5.8 million in the last 12 consecutive months!

## 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.

February 18: [Episode 394](#): Working by Referrals (Classic Podcast)

February 25: [Episode 395](#): Business Voices

March 4: [Episode 396](#): Host Leadership

March 11: [Episode 397](#): BNI’s Vision and Mission

### 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.

February 19: [Episode 151](#): The True Purpose of Membership Extrav.

February 26: [Episode 152](#): 15 Minutes a Day Coaching with Tani Dugger

March 3: [Episode 153](#): 15 Minutes a Day Coaching with Amy Allgaier

March 11: [Episode 154](#): 15 Minutes a Day Coaching with Jamie Stein

### 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.

### *Give yourself some credit!*

Each podcast you listen to counts as one Continuing Education Unit (CEU). Remember to enter your CEUs on [BNICconnect.com](http://BNICconnect.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:** [We Are All Standing in the Middle of Referrals Training your ear to tune into the needs around you.](#) 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:** [How to Ripen Your Referrals 4 tips to serve up results.](#) by Jill Bode, PR Chick, BNI Central Indiana

**To the Next Level:** [Commit to Yourself 2 tips to make sure your goals are met.](#) by PJ Weiland, Business Coach, BNI We Mean Business Chapter, Chicago, IL

## 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.



**Jason Dillon**  
Auto Sales  
Heritage Toyota  
Champlain Valley BNI  
South Burlington, VT



**Danielle Manahan**  
Business Banking  
Peoples Trust Company  
Integrity BNI  
Essex Junction, VT



**James Cohen**  
Life Insurance  
Hadley Financial Group  
Champlain Connections BNI  
Burlington, VT



**Russell Bibens**  
Handyman  
RW Bibens  
Renovations, LLC  
The Masters BNI  
Colchester, 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](#)

## Increase Your Referrals In Minutes

by BNI Vermont Ambassador, Megan Waite

Are you currently able to easily give a referral within a week or two after a one to one meeting with another BNI member? Are you more excited about where you are meeting for coffee or lunch than you are the one to one meeting itself? Be honest. This article is for you. The easiest way to increase giving and receiving referrals each week is through regular one to one meetings with other BNI members. Let's look at how it works.

Raise your hand if you attend regular business meetings for your job. Now keep your hand raised if you take even a minute or two to think about what you want to get out of the meeting prior to showing up. Now look around and see who's staring at you while you read this article with your hand raised. Just smile and wave.

You likely always prepare for a regular business meeting with a client, a prospect, or a co-worker. Why wouldn't you prepare for a meeting with your BNI colleague? Taking just a few minutes to prepare for your one to one meeting is more important than the one to one itself.

Here's what you will want to do. Ask yourself these 3 questions prior to your one to one meeting.

1. Do I understand this member's business?
2. Do I know who the perfect referral is for this member?
3. Do I know what to say when I meet their perfect referral?

If you can't answer all three of these questions prior to the meeting, then make sure you can answer these by the end of your one to one meeting. This is called, being on purpose with your one to one meeting. Answering these three questions during your one to one meeting will increase your ability to give referrals tenfold.

In addition, if you answer the same three questions about yourself for the member you are meeting with, that member is much more likely to be able to send you a referral within a week or two following your one to one meeting. Taking two minutes to prepare and ask yourself these three questions before your meeting will make your next one to one much more productive and in the end make you more money from BNI.

Try it out and make sure to let me know if you are giving and receiving referrals easier with this simple three question strategy.

To Your Success,  
Megan



### Megan Waite

*BNI Vermont Ambassador*

#### Founding Member of Prosperity BNI

Thursday mornings  
9:30 – 11:00 am  
Williston, Vermont

#### Professional Classification Health & Wellness Does It Fit, LLC

**Date Accepted to Chapter**  
March 9, 2011

**Chapter Roles Held**  
Secretary Treasurer (*current*)  
Mentor Coordinator

## 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>Middlebury</b>
<b>Brattleboro</b>	<b>Montpelier</b>
<b>Burlington</b>	<b>Morrisville</b>

## Check Out Our Newest Chapter!

**Shelburne Pre-Core**  
**Thursdays, 8:30 – 10:00 am**  
Trinity Episcopal Church, Shelburne, Vermont  
Starting March 26

## 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**

\*Location: Bevo, 70 Roosevelt Hwy, Colchester



*Our February 12, 2015 MSP Graduates.*

## New “Ask The Executive Director” Mixers

Join BNI Vermont members from across the region for a free mixer! New members are welcome to come early at 5:30 pm, and everyone else at 6:00 pm. This event is free to attend, but you are responsible for your own food/beverage costs. The first 30 minutes of the event is for BNI members who have joined the organization in the last 6 months. We look forward to seeing you there!

**Wednesday, June 17, 5:30 – 7:30 pm**  
Trader Dukes Lounge, Doubletree Hotel, South Burlington, VT



## Calendar of Events

### March

- 3/19 BNI Connect Webinar  
Member Tools & Reports
- 3/20 BNI Connect Webinar  
Chapter Web Pages
- 3/26 BNI Connect Webinar  
Visitors: From Invitation to  
Follow Up
- 3/27 BNI Connect Webinar  
Chapter Goals for LT's
- 3/30 BNI Connect Webinar  
LT Tools & Reports

### April

- 4/2 The Masters BNI Visitors' Day  
Hampton Inn Colchester  
8:00 – 10:00 am
- 4/6 Bi-Weekly “How to Start a  
BNI Chapter” Online Call  
8:00 – 9:00 am
- 4/7 Champlain Valley BNI Visitors' Day  
The Pines Community Center  
7:30 – 9:30 am
- 4/8 Wealth Builders BNI Visitors' Day  
The Pines Community Center  
8:30 – 10:30 am
- 4/13 Education Coordinator Monthly  
Web Conference Call  
12:00 – 1:00 pm
- 4/14 BNI Leadership & Communication  
Holiday Inn, South Burlington  
10:00 am – 5:00 pm • \$125/person
- 4/27 BNI Vermont Awards Banquet  
Sheraton Burlington  
5:30 – 9:30 pm

For any of the Events listed above

[Register Here](#)

## Member Recognition

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

Jay Cummings Peoples Trust Company, Prestige BNI

#### 6 Months Perfect Attendance

John Morrie John D. Morrie Construction Co. Inc, Champlain Connections BNI  
Curt Wheeler Wheeler Property Management, Champlain Connections BNI  
Justin Brande Vermont Custom Chiropractic, Integrity BNI  
Robert Schwartz Great Northern Construction, Integrity BNI  
Brian Bonk Champlain Chevrolet, Prestige BNI  
Alan Kinney Kinney Insurance, Prestige BNI  
Jay Lawrence J L Masonry & Hardscaping, Prestige BNI  
Susan Snider Snider & Associates, Crossroads 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  
Eric Noel Your Growth Coach, Wealth Builders BNI

#### New Members – February 2015

Gary Sheridan L Brown and Sons Printing, Champlain Valley BNI  
Ron Lewis Computer Care, The Masters BNI  
Heidi Brosseau Edward Jones, Integrity BNI  
Michael Bombardier Budget Blinds of Colchester, The Masters BNI  
Matt Johnson Able Paint Glass & Flooring, Integrity BNI  
Matt Rushford Rushford Family Chiropractic, Wealth Builders BNI

#### Renewed Members – February 2015

Barb Trousdale Preferred Properties, Wealth Builders BNI  
Sven Kvinlaug Community Financial, Champlain Valley BNI  
Darlene LeClair Nerium International, Champlain Valley BNI  
Rod Cain Rod Cain Massage Therapy, Champlain Connections BNI

### BNI Vermont

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