



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly

From the Executive Director

Happy “cold weather season” Vermont! I hope you are all looking forward to spring coming and the end of this less-than-stellar winter.

With spring comes the usual rotation of trade shows throughout the region. Take some time to support your communities and the businesses within them by visiting these great events! More specifically, check out the BNI Vermont booth and your fellow BNI members at the Vermont Small Business Summit on Wednesday, March 30th at the Burlington Hilton, and the Vermont Business Expo on Wednesday and Thursday, May 25 – 26 at the Sheraton Burlington Conference Center! Trade shows are excellent ways to network and make new business connections! A reminder to wear your BNI lapel pin when you visit so that members from other chapters will recognize you!

We’re a mere 6-weeks away from the Annual BNI Vermont Awards Banquet! Tickets will be going on sale through your chapter and your regional BNI Vermont office is working hard to make sure that you and your guest have an amazing time! New additions to this year’s banquet include a photo booth and a Welcome Video that will knock your socks off! It’s amazing to come together to celebrate our accomplishments, to network out-of-chapter and raise money for a worthy cause – The BNI Foundation. We look forward to seeing you there! Stay tuned for information on discounted hotel room options.

Lastly, we’d like to welcome Vermont’s two newest chapters in Burlington (mid-day) and Middlebury! These chapters will be naming themselves in the coming weeks, and will be celebrating their community Kick-Off events the same week as the Awards Banquet. Middlebury on Monday, April 25th from 8 – 10 am, and Burlington on Wednesday, April 27th from 11:30 am – 1:30 pm. Feel free to attend these events to learn more about these new BNI members, their businesses, and welcome them to the Givers Gain[®] fold!



Vickie Wacek
BNI Vermont Executive Director



“Without vision, we are blind to opportunity.”

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Continuing Education



“The single greatest “people skill” is a highly developed & authentic interest in the other person.”

– Bob Burg

Monthly Networking Tip: Supportive Confrontation

From time to time we have to interact with other human beings, and in BNI, this is especially true – it’s the basis of building our business relationships and getting referrals. However, human interaction can sometimes lead to... well... less than outstanding situations. Sadly, we make a lot of assumptions about other people and their actions, and much of the time, we tend to be wrong with those assumptions. To make matters worse, when we act as if our assumptions are correct, it means that we avoid or outright ignore an opportunity for supportive confrontation. Should you ever find yourself in a situation with another BNI member that requires a solution in order for the relationship to continue in a healthy way, use these tips to communicate with the other person in a way that leads to a solution. 1. Speak from your heart with kindness, not from your fears/aggressions; remember that it is rare for someone to go out of their way to hurt others... instead the negative words/actions of others come from frustration and misunderstanding so be patient and understanding. 2. Find someone you know in your BNI chapter who you believe models the ability to supportively confront others and ask them to mentor you. 3. As a last recourse, go to your chapter’s Membership Committee; they are trained on how to handle member-to-member situations. As a last note, it is important for you to remember to not allow your negative situations to create gossip in the chapter, or stress for yourself! This can only result in less business and harm the chapter’s culture. [READ MORE...](#)

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 24: [Episode 445: Grow Any Business in Any Market \(Classic Podcast\)](#)

March 2: [Episode 446: Why Is the PALMS Report Important?](#)

March 9: [Episode 447: Don't Stop Networking, Just Start Doing It Right](#)

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.

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. 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

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.

[SuccessNet E-Newsletter](#)

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



Rachel Lacourciere
Yoga Instructor
Integrity BNI
Essex, VT



Kingsley Poulin
Graphic Design
Kingsley Graphics
The Masters BNI
Colchester, VT



Chandra Pollard
Residential Mortgages
Union Bank
Crossroads BNI
Berlin, VT



Jay Cummings
Commercial Banking
Peoples Trust Company
Prestige BNI
St. Albans, VT

Quick Links

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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](#)

[Shelburne BNI](#)

[Wealth Builders BNI](#)

It's Not Just GIVING Referrals, It's QUALIFYING Referrals

by BNI Vermont Ambassador, Chris Kasper



Chris Kasper

BNI Vermont Ambassador

Member of Integrity BNI

Tuesday mornings
8:00 – 10:00 am
Essex, Vermont

Professional Classification

Life & Disability Insurance
State Farm

Date Accepted to Chapter

July 22, 2014

Chapter Roles Held

President (*Current*)
Chapter Growth Coordinator

At each of our BNI meetings, one of, if not the most important thing we do for ourselves and our members, is generate money. We work hard every day watching and listening to those around us to pick up on a need that we were coached on at our last meeting. Then the opportunity comes! Some may take a deep breath and ease into the conversation, while others may just go in for the close. However it is done, you know success has been achieved when someone stands up and says “Thank you for Closed Business to...” That, folks, is when we know we’ve done our due diligence as BNI members.

So what happens between giving the referral and being thanked for the closed business? Do we submit the referral in BNI Connect and hope for the best, or are there techniques we can learn to help us close the referral before our member even connects with the customer?

Granted, there are times when a referral falls into our member’s lap and automatically transforms itself into Closed Business. This is often the case when we or our family members are the customer (low hanging fruit). When the referral doesn’t fall into our member’s lap, it’s our opportunity to keep our eyes and ears open and work to continue to qualify the referral.

I love being at a meeting when someone stands up to say “I am working on qualifying a referral for you!” This act exemplifies the diligence of a member taking a few extra steps to confirm the interest/need of the referral, which, with this effort, is more likely to turn into actual Closed Business.

It is true that the higher quantity of business cards that are handed to potential clients, the better chances a connection will happen. However, there are additional steps that members can take to increase those chances. Otherwise it’s just like throwing darts with a blindfold on. You may hit the board, but it is highly unlikely you will snag a bull’s eye.

Simply put, ask qualifying questions like “if you could fix, save or purchase that today, would you?” and responding with “I know just the person! When can (insert member) call to help you with that?” is a powerful Step One to efficient referral giving.

Now, what if you only hand out your member’s business card after asking if that member may contact the potential referral? This simple step will increase the chance of a connection. We have to remember that not everyone has a maroon colored business card holder, and that many business cards essentially end up in the recycling bin.

Once you have received a yes to either of those two questions (“If you could fix...?” and “what time would you like them to contact you?”), your next goal is to follow up. Enter the information into BNI Connect and contact the member you are referring! If the member is not able to get in contact with the referral, don’t hesitate to reach out to the referral, and don’t feel bad about doing it either. The referral asked for your help, and that is what is happening. The referral will appreciate a quality job well done by your fellow member, and your fellow member will appreciate and remember that you put in the extra effort. It’s not just about us giving qualified referrals, but to continually earn them as well. Karma or reciprocity, we want the same thing to happen to us, right?

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's a list of towns in Vermont that are currently working to get BNI chapters up and running.

Bennington	MIDDLEBURY	Richmond
Brattleboro	Milton	Rutland
BURLINGTON	Montpelier	Springfield

Member Success Program

Join BNI Vermont Ambassador David Beckett 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. Next Scheduled MSPs:

Thursday, April 7, 1:00 – 4:00 pm
Monday, May 9, 5:00 – 8:00 pm
Tuesday, June 14, 1:00 – 4:00 pm
 Bevo, 70 Roosevelt Hwy, Colchester

Advanced Member Success Program

Join us for one of two Advanced Networking Trainings being held in the next few months! This amazing course will cover skills you haven't yet learned to give and get referrals, give your Weekly and Featured Presentations, have productive 1-2-1s and form Power Teams in your chapter!

Monday, June 27, 2016, 8:00 am – 5:00 pm [Register](#)



February 23, 2016 Advanced Member Success Program participants.

Third Annual BNI Vermont Awards Banquet

If you haven't done so already, mark your calendars for the Third Annual BNI Vermont Awards Banquet! As usual, this will be an event you don't want to miss! Bring your significant other and join us for networking, great food and drinks, awards and dancing! This year's event will also feature a photo booth and a surprise Welcome Video. Tickets will go on sale in your chapters in March for \$30 per person and must be purchased in advance. We'll see you then!

Third Annual BNI Vermont Awards Banquet
Thursday, April 28, 2016 • 5:30 – 9:30 pm
 Sheraton Burlington – Emerald Ballroom, Burlington, VT



Calendar of Events

March

- 3/15 BNI Webinar: Inviting and Registering Visitors**
3 – 4 pm, FREE
- 3/16 BNI Webinar: Chapter Goals for Leadership Teams**
- 3/18 Champlain Connections BNI Visitors' Day, 7:30 – 9:30 am**
Echo Lake Aquarium and Science Center, FREE
- 3/21 BNI Webinar: Leadership Team Tools and Reports, 3 – 4 pm, FREE**
- 3/22 BNI Webinar: Chapter Web Pages**
3 – 4 pm, FREE
- 3/23 BNI Webinar: Online Renewals for Leadership Teams**
3 – 4 pm, FREE
- 3/24 Middlebury BNI Member Success Program, 3 – 6 pm, Town Hall Theater Middlebury, Fee: \$15**

April

- 4/7 Colchester BNI Member Success Program, 1 – 4 pm**
Bevo Colchester, Fee: \$15
- 4/25 Middlebury BNI Kick-Off**
8 – 10 am, VFW Middlebury, FREE
- 4/27 Burlington BNI Kick-Off**
11:30 am – 1:30 pm
Location TBD, FREE

For any of the Events listed above

[Register Here](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Michael Hughart Winooski Insurance, Integrity BNI
Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI
Diana Sheltra Sheltra Tax & Accounting, Integrity BNI
Jay Cummings Peoples Trust Company, Prestige BNI
Michelle Gray Coldwell Banker Hickok & Boardman Realty,
 Champlain Connections BNI

6 Months Perfect Attendance

Brian Bonk Champlain Chevrolet, Prestige BNI
Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI
John Trahan Syntek Global, Prestige BNI
Nathan Muehl NMA Financial, Prestige BNI
Rod Cain Rod Cain Massage, Champlain Connections BNI
David Beckett Chennette Real Estate, Champlain Valley BNI
Scott Lowe A La Carte Web Marketing, Champlain Valley BNI
Jimmy Matas Handy GMC, Prestige BNI
Jon Houghton Maplehurst Florists, Champlain Valley BNI
Michael Hughart Winooski Insurance, Integrity BNI
Richard Fox Law Office of Richard J. Fox, Champlain Connections BNI
Rick Gomez RVG Electric, Wealth Builders BNI
Susan Lackey Perfect Image Fashions, Wealth Builders BNI
Jason Barron North Country Mechanical Insulators, Wealth Builders BNI
Chris Kasper State Farm Insurance, Integrity BNI
Christine Billis Billis Portraits, Prosperity BNI
Alan Kinney Kinney Insurance, Prestige BNI
David Weigel Ward & Babb Attorneys at Law, Champlain Valley BNI

BNI Vermont

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Find us on the Web:
www.BNIVermont.com



New Members – February 2016

Dana Carpenter Beyond Concrete, Champlain Connections BNI
Ron Childers Childers Plumbing & Heating, Champlain Connections BNI
Calvin Sanderson SPECTAC Health, Integrity BNI
Sam Orfanidis SPECTAC Health, Prosperity BNI
Steve Hartmann Affiliated Associates, Integrity BNI

Renewed Members – February 2016

Rebecca Manchester Rebecca Manchester Design & Illustration,
 Champlain Connections BNI
Chaney Noyes Noyes Automotive, Wealth Builders BNI
Eric Noel Business Hero Coaching, Wealth Builders BNI
Ron Lewis Computer Care, The Masters BNI
Michael Bombardier Budget Blinds, The Masters BNI
Christine Billis Billis Portraits, Prosperity BNI