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Givers Gain[®] Monthly

From the Executive Director

We all seem to come into November thinking that with the holidays coming, things might slow down a bit, but alas, business keeps on churning and holiday family time is soon to be upon us.

You'll be happy to hear that new BNI Vermont Director Consultant, Megan Waite, and I just returned from the largest BNI International Conference in history out in California, and have planted our feet firmly back on Vermont soil with lots of very effective tools to help you continue your success through your BNI membership. We'll be sharing these ideas at the quarterly Leadership Team Round Table, through chapter visits, and through this newsletter. Stay tuned!

Keep an eye out for Champlain College students! I recently gave a series of guest lectures through the college's business curriculum, and as a call to action I urged them to visit a BNI chapter. I'm sure this will affect the centralized Chittenden County chapters more so, but you never know!

With your Leadership Teams in full swing in their new roles, a reminder to all of you: support your Leadership Teams, mentor them just like they are mentoring you, and get on board with them to take your chapter to the next level. Reviewing data points from your chapters, since 2012 TYFCB per month has tripled and in some cases quadrupled – that's the goal! Member retention and increased TYFCB for everyone is a big deal and we want to do everything we can to keep that trend going!



Thank you everyone for your continued support and involvement! Here's to a successful holiday season and close to 2015! Happy Networking!

Vickie Wacek
BNI Vermont Executive Director



“Without vision, we are blind to opportunity.”

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Continuing Education

Monthly Networking Tip: Make it up to your Featured Presenter



A personal emergency, vacation or conference has come up and you are unable to make it to your BNI meeting. It happens to the best of us, and it's great to know that there's a room full of professionals who are looking out for us, even when we're not there. Whether or not you have had time to find a substitute, your fellow BNI Members still miss you, and one in particular is noticing your absence – it's the member who has spent a lot of their time preparing for their Featured Presentation. Their effort was intended to help you 'click' into what they do and earn your trust with the hope that you will be more capable of building their business. But you're absent today, which means you are missing their presentation. What if the new norm of your involvement in your BNI chapter meant that when you missed a meeting, you made sure to arrange a 1-2-1 with the Featured Presenter within 2 weeks? Putting yourself in their shoes, what would it mean to you to have members reach out to you for a 1-2-1 if they missed your presentation? Let's change the way Vermont does business by showing our interest and respect of one another's time!

*"We are what we repeatedly do.
Excellence, then, is not an act,
but a habit."
– Aristotle*

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.

- October 21: [Episode 429](#): It Never Hurts to Ask
- October 28: [Episode 430](#): BNI Light Just Isn't Right (Classic Podcast)
- November 4: [Episode 431](#): How Your Name Tag Could Be Hurting You
- November 11: [Episode 432](#): Complaints About a Member

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. This month's newsletter covers topics on:

From the Founder: [What's Your Why? Figure this out to fulfill your personal and professional dreams.](#) By Dr. Ivan Misner

Words of Wisdom: [2 Principles for Financial Success, There are two great principles for achieving financial success.](#) By Brian Tracy

Art of Networking: [The True Value of a BNI Membership, Like any valued relationship, what you give is what you get.](#) Submitted by Rod Cain, Ambassador, Champlain Connections BNI, Vermont

To the Next Level: [Weather Economic Downturns with BNI, How to use your membership to help weather the storm.](#) Submitted by Graham Southwell, National Director, BNI New Zealand

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.



Jon Anderson
Home Inspector
Anderson Home Inspection
Crossroads BNI
Berlin, VT



Rod Cain
Massage Therapist
Rod Cain Massage
Champlain Connections BNI
Burlington, VT



Evan Doubleday
College Funding Advisor
Life 180
Champlain Valley BNI
South Burlington, VT



Nate Muehl
Financial Advisor
NMA Financial
Prestige BNI
Saint Albans, VT



Holly Lemieux
Estate Planning Attorney
Holly K. Lemieux Esq. PLLC
Integrity BNI
Essex Junction, VT

Quick Links

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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](#)

Business Networking

by BNI Vermont Ambassador, Nate Muehl



Nate Muehl

BNI Vermont Ambassador

Member of

Prestige BNI

Tuesday mornings

8:00 – 9:30 am

Saint Albans, Vermont

Professional Classification

Financial Advisor

NMA Financial

Date Accepted to Chapter

August 16, 2013

Chapter Roles Held

Education Coordinator (*current*)

President

Visitor Host

Membership Committee

Effective business networking is the linking together of individuals who, through trust and relationship building, become walking, talking advertisements for one another.

#1: Keep in mind that networking is about:

Being genuine and authentic, building trust and relationships, and seeing how you can help others. The key for networking events is to make solid connections with individuals so they will remember who you are when you follow up with them. You want them to be interested to meet with you for coffee or lunch.

#2: Ask yourself what your goals are in participating in networking meetings.

Knowing this will help you pick groups that will help you get what you are looking for. Some meetings are based more on learning, making contacts, and/or volunteering rather than on strictly making business connections.

#3: Ask open-ended questions in networking conversations.

Asking questions is a basic way to gather information. But like everything else, there's a skill to it. Asking open-ended questions is a friendly way to engage people in a conversation. Knowing the difference between open-ended and close-ended questions will help you tremendously in your career and social life.

#4: Become known as a powerful resource for others.

When you are known as a strong resource, people remember to turn to you for suggestions, ideas, names of other people, etc. This keeps you visible to them.

#5: Have a clear understanding of what you do.

Understanding of what you do and why, for whom, and what makes your doing it special or different from others doing the same thing. In order to get referrals, you must first have a clear understanding of what you do that you can easily articulate to others.

#6: Follow through quickly and efficiently on referrals you are given.

When people give you referrals, your actions are a reflection on them. Respect and honor that and your referrals will grow.

#7: Call those you meet who may benefit from what you do and vice versa.

Express that you enjoyed meeting them, and ask if you could get together and share ideas.

Business networking isn't always the most enjoyable activity in your business but it can certainly be one of the most effective ways if you utilize the opportunity to its fullest potential. If business networking is uncomfortable for you try bringing a colleague or friend with you until you are comfortable enough to do it on your own.

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
Brattleboro
BURLINGTON

MIDDLEBURY
Milton
Montpelier

Richmond
Rutland
Springfield

Congratulations Shelburne!

We would like to welcome BNI Vermont's newest chapter, **Shelburne BNI!** Their chapter Kick-Off event on October 29 had nearly 80 people in attendance and they received 13 applications. Take a moment to visit them on Thursday mornings from 8:30 – 10:00 am at the Trinity Episcopal Church in Shelburne.



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, November 19, 1:00 – 4:00 pm

Monday, December 14, 5:00 – 8:00 pm

*Location: Bevo, 70 Roosevelt Hwy, Colchester



Member Success Program Graduates from the September 24th session (above) and October 20th session (right).



BNI Statewide Mixers

Join BNI Vermont members from across the region for free mixers! New members are especially encouraged to come to these events as the BNI Vermont Team and Executive Director will be there to answer your questions and provide insight into your new endeavor with your BNI chapter! These events range in cost from free to \$20/person. We look forward to seeing you there!

BNI Vermont Mixer

Thursday, December 3, 5:30 – 7:30 pm

Trader Duke's Lounge, Doubletree Hotel, South Burlington, VT



Calendar of Events

November

11/16 Advanced Member Success Program

Keller Williams Realty Green Mountain Properties, Colchester
8:00 am – 5:00 pm
Cost: \$125 (only 5 seats left)

11/19 BNI Member Success Program

Bevo, Colchester
1:00 – 4:00 pm, Cost: \$15

December

12/3 BNI Mixer

Trader Duke's Lounge, S. Burlington
5:30 – 7:30 pm, Cost: FREE

12/7 BNI Vermont Leadership Team Round Table

8:00 – 11:00 am
Richmond, Cost: FREE

For any of the Events listed above

[Register Here](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

[Julieta Rushford Santiago](#) Rushford Family Chiropractic, Prosperity BNI

[Michael Hughart](#) Winooski Insurance, Integrity BNI

[Michelle Gray](#) Coldwell Banker Hickok & Boardman Realty,
Champlain Connections BNI

[Tilyr Dunklow](#) Summit Chiropractic, Champlain Connections BNI

6 Months Perfect Attendance

[Brian Bonk](#) Champlain Chevrolet, Prestige BNI

[Nate Yandow](#) Duke's Physical Fitness, Prestige BNI

[Julieta Rushford Santiago](#) Rushford Family Chiropractic, Prosperity BNI

[Gary Sheridan](#) L. Brown and Sons Printing, Champlain Valley BNI

[Liz Perkins](#) Liz Perkins Nourishing, Prosperity BNI

[John Trahan](#) Syntek Global, Prestige BNI

[Michelle Gray](#) Coldwell Banker Hickok & Boardman Realty,
Champlain Connections BNI

[Justin Brande](#) Vermont Custom Chiropractic, Integrity BNI

[Keith Harvey](#) State Farm, Integrity BNI

New Members – October 2015

[Sherry Dempsey](#) Sherry Dempsey CPA, Champlain Connections BNI

[David LeClair](#) Brite Electric, Champlain Valley BNI

[Lori Sullivan](#) Bedside LLC, Wealth Builders BNI

[Adam Ginsburg](#) A. Ginsburg Architects, Shelburne BNI

[Amy Baisden](#) Baisden/Harrison PLC, Shelburne BNI

[Brendan Walsh](#) Quantum Leap Capital, Shelburne BNI

[Dave Buckland](#) Buckland Consulting, Shelburne BNI

[Doug Marden](#) The Law Offices of Douglas R. Marden, Shelburne BNI

[Eric Steele](#) Blue Morpho Technologies, Shelburne BNI

[Erik Kolomaznik](#) Combined Insurance, Shelburne BNI

[Gayle Grim](#) Chellis Insurance, Shelburne BNI

[Jeff Greene](#) New York Life, Shelburne BNI

[Julie Gaboriault](#) Coldwell Banker Hickok & Boardman Realty, Shelburne BNI

[Julie Thorpe](#) Spruce Mortgage, Shelburne BNI

[Justin Dennis](#) JDDesignVT.com, Shelburne BNI

[Ken Brown](#) QBSolutions.com, Shelburne BNI

[Lisa Daggett](#) Visalus Health Sciences, Shelburne BNI

[Liz Spitler](#) WPTZ-TV, Shelburne BNI

[Madigan Rollins](#) Synergy Home Care, Shelburne BNI

[Molly Goodyear](#) 802Social, Shelburne BNI

[Natanya Lara](#) Natanya Lara Energy Healer, Shelburne BNI

[Neal Pease](#) PENRO Specialty Pharmacy, Shelburne BNI

[Sandy Brisson](#) Bluewater Center, Shelburne BNI

[Dr Travis Elliott](#) Dr. Travis Elliott Naturopath, Shelburne BNI

Renewed Members – October 2015

[Jason Barron](#) North Country Mechanical Insulators, Wealth Builders BNI
[Jonathan Houghton](#) Maplehurst Florist, Champlain Valley BNI
[Kristi Anderson](#) Hodge Podge Printing, The Masters BNI
[Tom Stebbins](#) Stebbins Plumbing and Heating, Wealth Builders BNI
[Monique Bedard](#) Coldwell Banker Hickok & Boardman Realty, Prosperity BNI
[Jonathan Quong](#) New England Electric, Champlain Connections BNI
[Jay Cummings](#) Peoples Trust Company, Prestige BNI
[Nathan Muehl](#) NMA Financial, Prestige BNI
[Joshua Osbourne](#) PayData Payroll Services, Integrity BNI
[Mark Chaffee](#) Mortgage Financial, The Masters BNI



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