



WWW.BNIVERMONT.COM

Givers Gain[®] Monthly



“Without vision, we are blind to opportunity.”

From the Executive Director

We here at BNI Vermont would like to start out this month’s newsletter by deeply thanking our outgoing Leadership Teams and their Supporting Leadership Teams for their insight and guidance over the last twelve months! We have seen remarkable growth in the TYFCB for chapters state-wide this year, more than any other year in BNI Vermont history! This couldn’t have been done without you!

With heartfelt gratitude to you, we now enthusiastically welcome our 2015-2016 Leadership Teams and their Supporting Leadership teams! The Chapter Training event in September was a phenomenal success and we’re moving into a year of even greater profit with your new Leadership Teams at the fore. The idea behind changing LTs each year is that it provides all of your members, over time, with the opportunity to gain perspective through leadership. This means taking your business group up a notch each year which is a direct benefit to you.

This fall, BNI Vermont offers many networking opportunities for you, so check out the Event Calendar and join us for training and networking like you’ve never experienced in BNI Vermont before. Support all of the new BNI community groups springing up around the state by visiting BNIVermont.com and stopping by one of their meetings.



Enjoy the stunning fall foliage, and Happy Networking!

Vickie Wacek
BNI Vermont Executive Director

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Continuing Education

Monthly Networking Tip: Useful 1-2-1s

“1-2-1s are one of the best parts of my BNI involvement and they are where I build my strongest business relationships.” vs. “1-2-1s are a huge waste of my time.”

It’s interesting to hear such opposing statements from BNI members about their 1-2-1 meetings, and yes, I hear these contrasting statements several times a year. The difference in perspectives comes from two very different uses of a 1-2-1 meeting. The BNI members who rave about their 1-2-1 meetings are doing several successful things:

- They are preparing for their 1-2-1s instead of just ‘winging it’, (they bring their 1-2-1 worksheets and set a goal for their meeting).
- They focus on a balance of personal and professional topics to build their relationships.
- They remember that a 1-2-1 is for business and not for friendship.

For those folks struggling with their 1-2-1s, it’s usually a combination of two things:

- During their 1-2-1s, nothing is being accomplished (they set no goals, so no goal is met).
- They have a mindset that 1-2-1s are not part of their business and view their 1-2-1s as a waste of time, taking time away from their clients (when it is, in actuality, the complete opposite).

Remember that in BNI everything you do and everything that your BNI membership asks of you is for your business. Nothing you do in BNI is a waste of your time, because everything you do shows your work ethic, your intention, and your professionalism. 1-2-1s are one of the most POWERFUL ways to do this!



“It is so essential to surround yourself with individuals who are ALREADY where you want to be. Iron sharpens iron.”

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.

September 16: **Episode 424: Networking is a Contact Sport**

September 23: **Episode 425: Look Up. Look Up. Look Up!**

September 30: **Episode 426: A Business Model That Doesn’t Make Sense**

October 7: **Episode 427: Ask Ivan**

October 15: **Episode 428: Incentives for Referrals**

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 BNICconnect.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: [Be a Voice in Business Voices How BNI Central Texas joined the movement.](#) By Dr. Ivan Misner, Beth Misner and Brian Watkins

Words of Wisdom: [Earn the Respect of Others The key to succeeding in the 21st Century.](#) By Brian Tracy

Art of Networking: [New Growth after Loss How member attrition can lead to a healthier chapter.](#) By Richard Fox, Director Consultant, BNI Vermont

To the Next Level: [Look before You Leap Why prospective members should interview chapters.](#) By Emily Bauman, Secretary/Treasurer, BNI Michigan Business Leaders, Livonia, MI

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.

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](#)

Take Advantage of Open Networking

by BNI Vermont Ambassador, Dan Swider

"If you ain't 15 minutes early, you're late." - Vince Lombardi



Dan Swider

BNI Vermont Ambassador

Member of

Champlain Valley BNI

Tuesday mornings

7:30 – 9:00 am

South Burlington, Vermont

Professional Classification

Advertising – Promotional Products

Branded On Demand

Date Accepted to Chapter

November 3, 2009

Chapter Roles Held

Mentor Coordinator (*current*)

Membership Committee

Visitor Host

It seems to me that Open Networking in a BNI meeting can be the most productive and lucrative part of the meeting. It is where members get to chat with visitors, spend a few minutes setting up one-to-ones with new members, and mentors and mentees get to check in with each other. A lot can get done in 15 minutes! In order to make the most of this part of the meeting, I suggest to all members that they arrive at least 15 minutes before the start of Open Networking; and here's why...

Arriving early to a BNI meeting will allow you to get into your meeting location, find your seat and drop your stuff. Maybe you need to use the bathroom or help the Visitor Hosts finish setting up? Whatever the case may be, this will allow you to be ready, with name tag proudly displayed, to use those 15 minutes of Open Networking to full advantage.

Being early for BNI also helps to build credibility with other members. When you are consistently on time for your weekly meeting, there is no doubt I can refer business to you and you will be on time when you meet with my client, which in turn builds my reputation.

And finally, Open Networking may be the best shot you have at meeting a visitor who needs your product or service. If you are running into your meeting, getting set up during Open Networking and miss talking to that person, you could be missing out on an important referral, or miss the opportunity to make or strengthen an important business relationship.

Open Networking is a powerful part of your work week and to truly benefit from it, you need to plan to arrive early and participate. Your actions speak louder than your words, and Open Networking is the perfect place to put those actions to work!

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	Springfield
Brattleboro	Milton	Rutland	
BURLINGTON	Montpelier	SHELBURNE	

Come Visit Our Newest Chapters

Shelburne Pre-Core BNI

Thursdays, 8:30 – 10:00 am, Trinity Episcopal Church, Shelburne, Vermont

Middlebury Chapter – Information Meeting

Mondays, 8:00 – 9:30 am

Ilsley library, Middlebury, Vermont

Burlington Mid-Day Chapter – Information Meeting

Wednesdays, 11:30 am – 1:00 pm, Fletcher Free Library, Burlington

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:

Tuesday, October 20, 5:00 – 8:00 pm

Thursday, November 19, 1:00 – 4:00 pm

Monday, December 14, 1:00 – 4:00 pm

*Location: Bevo, 70 Roosevelt Hwy, Colchester

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

October

10/19 BNI Webinar: Chapter Web Pages

10/20 BNI Webinar: Connecting with Other Members

10/20 BNI Member Success Program
Bevo, Colchester
5:00 – 8:00 pm, Cost: \$15

10/21 BNI Webinar: Member Tools & Reports

10/23 The Networking Experience: Communication
Holiday Inn, S. Burlington
Cost \$125

10/26 BNI Webinar: Inviting and Registering Visitors

10/27 BNI Webinar: Online Renewals for LTs

10/29 Shelburne BNI Kick-Off Event!

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

For any of the Events listed above

[Register Here](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Connie Livingston Cornelia Ward Consulting, Prosperity BNI

Liz Perkins Liz Perkins Nourishing, Prosperity BNI

Julieta Rushford Santiago Rushford Family Chiropractic, Prosperity BNI

Michael Hughart Winooski Insurance, Integrity 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,
Champlain Connections BNI

Russ Bibens R.W. Bibens Renovations, The Masters BNI

New Members – September 2015

Kristen Gadbois Combined Insurance, Crossroads BNI

Chris Dorman Jericho Café and Tavern, Integrity BNI

Michael Kiessling Burlington Subaru, Champlain Valley BNI

David Weigel Ward & Babb, Champlain Valley BNI

Michael Leopold Super Green Solutions, Wealth Builders BNI

Amber Thibault Ward & Babb, Wealth Builders BNI

Tilyr Dunklow Summit Chiropractic, Champlain Connections BNI

Adam Ashe Alan Ashe Insurance Agency, Champlain Connections BNI

Michael Sacco Stratalyne Business Solutions, The Masters BNI

Renewed Members – September 2015

Chris Kasper State Farm, Integrity BNI

Jason Baillargeon AmeriSpec Inspection Services, Integrity BNI

Chip Patullo Above-N-Beyond Energy, Champlain Valley BNI

Johannes Ziegler JZ Carpentry, Champlain Valley BNI

Louise Kowalowitz Union Bank, Integrity BNI

Dana Shappy Shingle City Roofing & Siding, Integrity BNI

Kyle Burkhard Winooski Insurance, The Masters BNI

Julie Citorik Mary Kay Cosmetics, Champlain Connections BNI

Lindsey LaCross WPTZ Channel 5 News, Champlain Connections BNI

John Clark The UPS Store, Champlain Connections BNI

Dan Swider Branded on Demand, Champlain Valley BNI

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