

Givers Gain[®] Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

From Our Executive Director

Happy October, BNI Vermont! This is the month of change, for our chapters and for our beautiful Green Mountain state! I would be remiss if we didn't take the time to appreciate to our amazing outgoing Leadership and Supporting Leadership Teams! BNI Vermont as a whole has never had the kind of 12-month success that we've seen in the last year, and it's due to the outstanding efforts of your outgoing teams! We ask all of you reading this to take a moment at your next meeting to thank those members in your chapter for what they have done! Recognition is a Core Value of BNI, and it takes you only a moment to share your praise!

With the outgoing comes the incoming! We're just a couple weeks into our new term, which means the learning curve has kicked back into 'vertical' for many of you. Your role in the chapter is critical and incredibly beneficial to yourself, your business, and your members' businesses! But it takes you putting your all into it. Lean on your predecessor. Use those manuals regularly. Reach out to your Director Consultant for insight, feedback and support. Ask questions (because we in BNI haven't yet developed the ability to read your mind... although we'll let you know when we do)!

For those of you who haven't yet stepped into a role in your chapter, don't continue that trend! Your chapter is a streamlined row boat, and if you're just sitting there, showing up each week, but not actually 'taking the oar in hand and rowing', everyone in the chapter suffers; you and your business included! Reach out to your Leadership Team right now and ask where you can support the chapter. You'll be pleasantly surprised by the results.

Have a wonderful fall, everyone!

Vickie Wacek
BNI Vermont Executive Director



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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: Cross-Chapter Competition vs. Cross-Chapter Collaboration and Pollination

For some of us, BNI Vermont is an open playground because our profession is so unique, but for the vast majority of us, it’s quite the opposite – several, if not ALL BNI chapters have someone who represents our profession. This has led many of us to avoid communicating with other chapters because we’ve been brain-washed to believe that competition means zero opportunity. However, my experience in BNI has taught me this is 100% incorrect! Recently, I was talking with a Life Insurance agent who had an epiphany about their profession in conjunction with Financial Advisors throughout BNI, and said what a blessing it was that they had A) “woken up” and B) felt bad that they hadn’t realized this sooner! This revelation is there for all of you, and here’s how to find it! **FIRST:** Have multiple 1-2-1s with professionals in the same industry as you. In those 1-2-1s, build trusting, giving relationships, and once established, discover ways in which your businesses complement one another (yes, they do exist). **SECOND:** Visit other BNI chapters and upon arrival, introduce yourself to the member with whom you professionally overlap. Make it a goal to get to know them over time, and if you are both in agreement (and you’re not stepping on the feet of other members in that chapter), use the FIRST step. These opportunities will only fail if one of you is still brain-washed to ‘protect’ yourself from other people in your industry. An added benefit of cross chapter visits is the wider opportunities to give referrals! For those of you still struggling with that negative image of “competition”, give it time. BNI will teach you that in this amazing, *GIVING* environment, your profession is secure!

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 21: [Episode 475: A Path to Business Leadership](#)

September 28: [Episode 476: It’s Not About Who You Know](#)

October 5: [Episode 477: The Classification Cowboy](#)

October 12: [Episode 478: Remembering Names](#)

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.

Chapter Goal Setting for Leadership Teams: One Size Does Not Fit All

Submitted by Sara Minnis, BNI Fast Track, del Fuego Companies

Make Money for Showing Up!

Submitted by By Dr. Ivan Misner & Beatrice Sparacino

Propelling Your Business with BNI

Submitted by By Frank Ceizyk, imortgage, BNI Desert Synergy, Arizona South, USA

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.



Kimberly Hackett
Parent Coach
Crossroads BNI
Berlin, VT



Leah Stewart
Wedding Planner
Black Dog Affairs
Champlain Connections BNI
Burlington, VT



Sam Orfanidis
Fitness Trainer
Spectac Health
Fitness & Performance
Prosperity BNI
Williston, VT



Erika Lavery
Supplemental Insurance
Aflac
Queen City BNI
Burlington, 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](#)

[Middlebury BNI](#)

[Prestige BNI](#)

[Prosperity BNI](#)

[Queen City BNI](#)

[The Masters BNI](#)

[Shelburne BNI](#)

[Wealth Builders BNI](#)

From Our BNI Team

First Impressions

by BNI Vermont Ambassador, Russ Bibens



Russ Bibens

Ambassador

Member of

The Masters BNI

Thursday mornings

8:00 – 9:30 am

Pomerleau Alumni Center

St. Michael's College

Colchester, VT

Professional Classification

Handyman

RW Bibens Renovations

Chapter Roles Held

Secretary Treasurer

How many of you have heard the line that the first ten seconds is most important when meeting someone or the first time? Probably all of you. You haven't even spoken a greeting and already you have been judged. There are a couple of areas that we all look at. First is body language. It can be something as simple as posture or even a smile. Another is your appearance. Which what we'll discuss here.

The most important thing to keep in mind is BNI International is a business professional organization. It is designed to help you grow and be profitable. If you are going to meet with clients, would you show up in shorts and flip flops? Of course not. It is appropriate to show either in equally appropriate attire or at least one step above. For example, people in the trades would be appropriately attired in slacks and maybe a branded shirts. This would give a first impression of confidence and caring. It would set a positive statement of a first impression for the person you are meeting. The negative side would be arriving in beach attire.

Then why would you go to a BNI meeting, not looking professional? Ivan Misner has stated that jeans are not considered professional attire. Again let me use the analogy of the member dressed as a beach bum and the member in business attire. Who would you be more apt to give a referral to? The beach bum or the professional? The level of confidence in the professional would make it more likely to give referrals to the professional. This isn't to say you wouldn't give referrals to the beach bum. Most likely less often and with a concern of how they would show up at the client's site.

What I hope you get out this is BNI is a business professionals organization. Showing up at your weekly chapter meeting as a business professional in appropriate attire will help you to be successful through referrals that your fellow members can give with confidence. Your first impression is your most important asset.

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	Manchester	Richmond	Stowe
Brattleboro	Milton	Rutland	Waitsfield
	Montpelier	St. Johnsbury	

Member Success Program

Have you attended a Member Success Program recently? Has it been more than six months? More than a year? Member Success Programs are specifically intended for all BNI Members to gain more knowledge about being successful members of their chapters! It is recommended that **all members** attend at least one Member Success Program every year to take full advantage of all BNI has to offer! If you have not attended an MSP recently, or if you have but would find going to another one in the near future beneficial, consider registering for an upcoming Member Success Program!

Tuesday, October 18
2:00 – 5:00 pm
Location: Bevo
Roosevelt Highway, Colchester



September 2016 MSP Graduates.

Advanced Member Success Program

Join us for this semi-annual BNI course where we enhance your BNI membership through five workshops! This course will give you in-depth, actionable training on how to use word-of-mouth marketing as efficiently as possible! These five workshops include: How to compel others to WANT to refer to you (Referral Mindset); Strengthening your referral relationships (One-to-One Meetings); Building a referral network that refers to you all day, every day (Power Teams); Getting more business in 60 seconds or less (Your Weekly Presentations); and Creating presentations that matter (Feature Presentations).

A full manual and lunch will be provided as part of the cost of the course. You must have been a BNI member for 6 months or more as of the date of this course, and have attended a Member Success Program, in order to attend this Advanced MSP. Missing this training would be hazardous to your BNI membership!

Monday, November 14, 2016
8:00 am – 5:00 pm
Keller Williams Realty • 302 Mountain View Drive, Suite 300, Colchester



Calendar of Events

October

- 10/18 BNI Member Success Program**
2:00 – 5:00 pm, Fee: \$15 for members
\$30 for non-members
- 10/18 BNI Connect Webinar Step 4: Member Tools & Reports**
3:00 – 3:30 pm, Fee: FREE
- 10/19 Richmond BNI Interest Meeting**
Richmond Free Library
8:00 – 10:00am, Fee: FREE
- 10/19 BNI Connect Webinar Step 5: Inviting and Registering Members**
3:00 – 3:30 pm, Fee: FREE
- 10/20 Mentor Coordinator and Mentor Training**
8:00 – 10:00 am, Fee: \$30.00
- 10/20 BNI Connect Webinar: Online Renewals in BNI Connect**
3:00 – 3:30 pm, Fee: FREE

November

- 11/07 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Fee: FREE
- 11/14 Advanced Member Success Program**
8:00 am – 5:00 pm, Fee: \$125

For any of the Events listed above

[Register Here](#)

2016 Chapter Team Training Feedback

Based on your feedback, this year's Chapter Training was yet another incredible success! Comments about the co-trainers, the interactive approach of our trainers, the updated manuals... and we could go on and on about all the amazing things you shared through your evaluations! However, we did hear your constructive feedback to make the event better for next year, and for transparency, we'd like to address a couple of those topics now.

FOOD: Three years ago there was a state-wide request to lower the cost of Chapter Training. The only option was to remove food, which was greatly appreciated the following year by all of you. Also, this change put that item in your court to choose what, when and where you ate. That's also why the training is a half day, so that you can eat before or after the General Session - or even during training.

MANUALS: You're right, we failed to get the updated manuals into BNI Connect in a timely manner, but they are up now. Also, to make a positive impact on the planet, and save you further money, we transferred the decision to print or view your manual on your device up to you. We will continue this in the future.

MEETING LOCATION: Meeting room sizes, temperature control, coffee/water availability - we will remedy all of these for next year! For those of you who commented on the location (Burlington), we won't be able to change that at this time due to the location of all BNI Vermont Chapters (spread throughout Franklin, Washington, Addison and Chittenden County. Burlington is the most central location at this time for everyone involved.

We are still interested in your constructive feedback! Help us make next year's training that much more amazing, and mark your calendars - the dates have already been booked!

Monday and Tuesday, September 11th and 12th, 2017
Holiday Inn, Burlington

Member Recognition

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

- Timothy King** Timothy King Attorney at Law, Middlebury BNI
- Mollie Lannen** CW Print + Design, Queen City BNI
- Elizabeth Davidson** Clear Connection Chiropractic, Queen City BNI
- Ben Fuller** Holden Insurance, Middlebury BNI

6 Months Perfect Attendance

- Jimmy Matas** Handy GMC, Prestige BNI
- Patricia Gervais** Main Street Floor Covering, The Masters BNI
- Norm Frost** Wireless Zone, Crossroads BNI
- Sam Orfanidis** Spectac Health Fitness and Performance, Prosperity BNI
- Dan Swider** Branded On Demand, Champlain Valley BNI
- Jackie Budgor** The Empowered Pantry, Champlain Valley BNI
- Natanya Lara** Natanya Lara Energy Healer, Shelburne BNI
- Russ Bibens** RW Bibens Renovations, The Masters BNI
- Marshall Joe Fleming** Baystate Financial, Integrity BNI
- Bradley Whalen** Nostalgic Painting LLC, Crossroads BNI
- Rick Stevens** Pure Water Technology, Inc., Crossroads BNI
- Angela Zaikowski** Bennett & Zaikowski, P.C., Champlain Connections BNI
- Robert Schwartz** Great Northern Construction, Integrity BNI
- Timothy King** Timothy King Attorney at Law, Middlebury, BNI
- Elizabeth Davidson** Clear Connections Chiropractic, Queen City BNI

Important Notice:

Update to BNI Policy #5 (Attendance Policy)

New Member Policy #5: Attendance is critical to the group. If a member cannot attend, they may send a substitute (not a member of their chapter) to the meeting. This will not count as an absence. A member is allowed three absences within a rolling six month period. If it is greater than that, the member's classification is subject to being opened by the chapter's Membership Committee.

The suggested change to member policy #5 was to replace the current tracking of attendance based on the six-month Leadership Team period to - a "rolling 6 month period", meaning the last six months at any given time. This was proven to be a more effective method and had a significant improvement on referral rates in a recent study. Votes from the International Board of Advisors were in favor of change 93%.



BNI Vermont

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www.BNIVermont.com



Member Recognition

New Members – September 2016

[Christal Bates](#) Let It Rain Apparel, Champlain Connections BNI

[Elizabeth Walker](#) TMJ, Sleep Therapy & Airway Orthodontics,
Champlain Connections BNI

[Katherine Rendall](#) Merchant's Bank, Integrity BNI

[Daniel Holtz](#) Mattress By Appointment, The Masters BNI

Renewed Members – September 2016

[Gillian Randall](#) Gillian Randall Photography, Champlain Connections BNI

[John Clark](#) UPS Store, Champlain Connections BNI

[Johnathon Quong](#) New England Electric, Champlain Connections BNI

[Jordan Handy](#) Law Office of Jordan C. Handy, Esq.,
Champlain Connections BNI

[David Weigel](#) Ward & Babb Attorneys at Law, Champlain Valley BNI

[Steve Ertle](#) BTV Creative, Champlain Valley BNI

[Kaitlyn Raymond](#) State Farm, Champlain Valley BNI

[Theresa Ferrara](#) Integrity BNI

[Jay Cummings](#) Peoples Trust Company, Prestige BNI

[Bruce Blokland](#) Paydata Workforce Solutions, The Masters BNI

[John Kell](#) Kell & Company Real Estate, The Masters BNI

[Lisa Campion](#) Gale & McAllister, PLLC, The Masters BNI

[Paulette Bergeron](#) RoseWorks, LLC, The Masters BNI

[Ed Levite](#) Union Bank, Wealth Builders BNI

[Lucy D'Aponte](#) All Wellness Physical Therapy & Pilates,
Wealth Builders BNI

[Peter Cassels-Brown](#) Mountain Energy Design, Wealth Builders BNI

[PJ Pfeifenberger](#) New York Life Insurance Co., Wealth Builders BNI