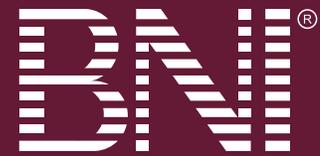


Givers Gain[®] Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

From Our Executive Director

What an amazing September this has been! BNI Vermont Chapter Training has just completed and it’s hard to believe that just a few years ago, our Chapter Training was put on with huge support from BNI Rhode Island. Thanks to Executive Director, Brenda Curry and her amazing team of Director Consultants! BNI Vermont has come a long way in recent years, and your involvement is the number one reason for that success!

For those of you who are new to BNI Vermont (i.e. added BNI to your business in the last two years), you may not be as aware of the transformation this organization has made in recent history and we’re not done yet! There is so much you have to teach us, and there is always room for improvement. We are a constantly evolving organization.

My role as Executive Director is a great example. For the last five years I have been a full-time consultant for BNI members and chapters. However, because of your incredible involvement, I’m now in a position to step out of the consulting role and into the executive role. This means that I can finally conquer my very long list of projects, programs and address new opportunities. You are going to want to keep your eyes glued to BNI Vermont so that you don’t miss any of these opportunities. Examples include:

- Specialized courses (i.e. Inviting Visitors, One-to-Ones, Public Speaking, Conflict Resolution in Business, etc.)
- Creating a unique BNI Ambassador Program focusing on area Chambers of Commerce
 - Hosting a BNI Vermont podcast featuring you, your membership and your business
 - A “Business Voices” outreach program from BNI Vermont business professionals to area schools and non-profits (BNI philanthropy)

A heartfelt THANK YOU to all of our amazing 2015-2016 Leaders – what you’ve done in the last year is outstanding! CONGRATULATIONS to our incoming Leaders! The opportunity for your businesses over the next 12 months is exciting and I’m grateful to be a part of it!

Vickie Wacek
BNI Vermont Executive Director



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Continuing Education

Monthly Networking Tip: BNI is Your Business

A few months ago a BNI member said to me, “BNI only works for the members who treat their meetings, 1-2-1s and actions in BNI as part of their business, and not separate from it.” Interestingly, this week, a member from a different chapter asked me if the actions of their members were a reflection of the way they did business. Curious, I asked “why?”. They promptly informed me that there are members in their chapter who show up late to the meetings, who cancel 1-2-1s at the last minute, and who dress as if they don’t care. This member was trying to gauge whether it was worth giving these members any referrals. My response carried two perspectives: Yes and No – Generally, the way a member goes about their BNI actions is a reflection of the way they treat their business. However, there is another viewpoint here, and that is: The members who do not view BNI as part of their business, are sometimes guilty of treating BNI with a throw-away mentality. Some members struggle with balancing their time and commitments, and when forced to make a decision between a client and their BNI commitment (i.e. that 1-2-1 you had scheduled), they view their meeting with you as secondary, and therefore less important than their client. This means they may not put much thought into the impact that their attire has, or if they show up late to the weekly BNI meeting (which they would never do to a client!). These business people need help seeing the light – *BNI is their business*. This organization is not a separate entity, it’s literally a branch of their company, and they need help realizing that their actions within BNI directly reflect the way you perceive their business. (We encourage you to forward this article to any member you feel may benefit from this perspective!)

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

– Bob Burg

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.

August 24: [Episode 471: LCDs in Your Weekly Presentation](#)

August 31: [Episode 472: More 1-2-1s = More Referrals](#)

September 7: [Episode 473: A Global Approach to Networking](#)

September 14: [Episode 474: A Lesson in Leadership](#)

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.

The Non-Financial Benefits of BNI

Submitted by Caroline Cole, The Royal BNI (Eastbourne), BNI East Sussex, UK

Current Member Mentoring: Why We Could All Benefit

Submitted by Dan Swider, BNI Vermont Chapter Launch Director

Rs. 150 Crores Passed by Chapter in India

Submitted by Anil Kumar T V, BNI Bangalore – BNI Champions

Is Your Chapter On Fire, On Hold, or in a Hole?

Submitted by Dr. Ivan Misner, BNI Founder and Chief Visionary Officer, and Elisabeth Misner

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.



Barbara Trousdale
Residential Real Estate
Preferred Properties
Wealth Builders BNI
South Burlington, VT



Steven Shaw
Environmental Services
Weston & Sampson
Champlain
Connections BNI
Burlington, VT



Susan Lackey
Image Consulting
Perfect Image Fashions
Wealth Builders BNI
South Burlington, VT



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



Dr. Travis Elliott
Naturopathic Medicine
Dr. Travis Elliott
Naturopathic Physician
Shelburne BNI
Shelburne, VT

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

Middlebury BNI

Prestige BNI

Prosperity BNI

Queen City BNI

The Masters BNI

Shelburne BNI

Wealth Builders BNI

The Science of Givers Gain

by BNI Vermont Ambassador, Matt Rushford



Matt Rushford

Ambassador

Member of

Wealth Builders BNI

Wednesday mornings

8:30 – 10:00 am

South Burlington, Vermont

Professional Classification

Chiropractor

Rushford Family Chiropractic

Date Accepted to Chapter

January, 2015

Chapter Roles Held

Ambassador (current)

Membership Committee

I want to talk about how BNI really does change the way people do business.

When you are talking to a business owner, especially a small business owner, especially an entrepreneur, and especially about business, chances are you are wondering in the back of your mind whether he or she is just thinking about ways this conversation can be used to build his or her business or bring clients in. The “dog-eat-dog” world that we are taught to think defines the business environment must naturally be populated with animals who are always looking for their next meal, and see every other business as competition.

What makes BNI unique is the idea of “embedded altruism”, or Giver’s Gain. Giver’s Gain is not, however, a pithy axiom - it is a corporate policy. It is a predication, a paradigm, a prerequisite to continued participation. If a member “gains” many referrals but “gives” few or none, that member will be weeded out. Symbiosis, rather than individual fitness, is the primary rule of survival. And of course this models many of the deepest levels of evolutionary biology. In order to survive, we must be able to form mutually beneficial relationships with the organisms around us. If “dog eat dog” were truly the rule of survival, the natural endgame would be one dog remaining and no food left to eat. This is in fact how many apex predators have been known to ultimately become extinct.

The law of symbiosis as a rule of survival is expressed all over nature - we’ve all seen the remoras attached to the shark and the little oxpecker birds perched on the rhinos. But deep within our own bodies is perhaps the most elegant and powerful example of symbiosis - our mitochondria.

Mitochondria are the little organelles in our cells that make energy - the “powerhouse” of the cell. But scientists now believe that mitochondria originated as independent unicellular organisms - sort of like amoebas - in the primordial ooze of Earth. At some point, a deal was struck. Mitochondria “agreed” to generate energy for more complex creatures in exchange for protection and more reliable reproduction. Those complex creatures eventually became us, and today we have mitochondria in virtually every one of our living cells. And those mitochondria have different DNA than we do. They are not us - they are Other, living within us, symbiotically.

The rule of evolution is not survival of the fittest. It is “get along or get out”.

Going back to our original situation - a conversation with an entrepreneur - BNI changes the typical dynamic, because a BNI member does not have to constantly be thinking about his own business. Part of his or her growth strategy is to enable, empower, and be a resource for any and all people in her sphere of influence. So, you may be talking to a Realtor and in her mind, she is thinking about how she may be able to use her connections to make your life better, with no direct concern for her own profit. This is a wonderful shift in corporate and individual interactions.

I believe this shift has a corresponding change in the brain and the body’s chemistry. We know that when we think and act in a more altruistic way, our body releases specific hormones and our brain activates specific regions and patterns. Interestingly, these chemical changes tend to be associated with better health and a more pleasant state of being, which means that BNI is actually good for you!

BNI represents a change in the way business is done, for many, but its success is partially the result of utilizing one of the most primal and fundamental laws of survival- Giver’s Gain!

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!

Thursday, September 22
5:00 – 8:00 pm
Location: Bevo
Roosevelt Highway, Colchester



August 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

September

- 9/19 Montpelier BNI Information Meeting**
7:30 – 9:30 am, Fee: FREE
- 9/22 Member Success Program**
Bevo, Roosevelt Highway
Colchester
2:00 – 5:00 pm, Fee: \$15 for members

October

- 10/19 Richmond BNI Interest Meeting**
Richmond Free Library
8:00 – 10:00am, Fee: FREE

For any of the Events listed above

[Register Here](#)

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

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

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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Vickie@BNIVermont.com

Find us on the Web:

www.BNIVermont.com



Do You Know How Awesome You Are?

BNI Vermont is ranked 57th out of 828 franchises in the world (TOP 7%) and is ranked 7th out of 182 franchises in the United States (TOP 4%)!



Champlain Connections BNI has been awarded a Gold Pin for having 40+ members for the last six (6) consecutive months!

New Members – August 2016

David Penzo Blue Star Carpet Care, Champlain Connections BNI

Marie Frohlich Taproot Consulting, LLC, Crossroads BNI

Susan Mason Herstudio, Shelburne BNI

Curtis Gross Nutrimost VT, Shelburne BNI

David Palmer Palmer Insurance Agency, LLC, The Masters BNI

Bob Issenberg Kyocera Document Solutions, Wealth Builders BNI

Steven Maestas Heartland Payment Systems, Wealth Builders BNI

Renewed Members – August 2016

Brian Lalime G.W. Savage, Champlain Connections BNI

Erin Hyer Hyer Learning & Diagnostics, Champlain Connections BNI

Jared Miller Yellow Dog Contracting, Champlain Connections BNI

Michael Languasco People's United Bank, Champlain Valley BNI

Stephen Herrero Wells Fargo Advisors, The Masters BNI