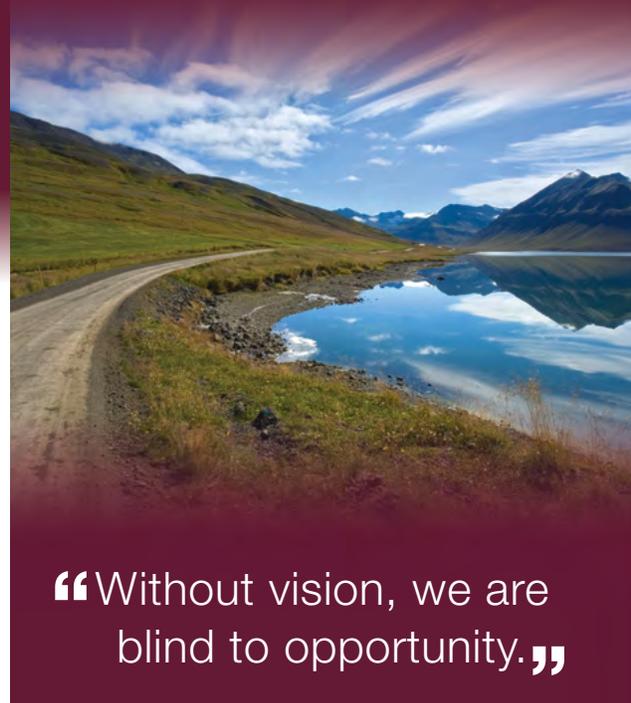


Givers Gain[®] Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

From Our Executive Director

Happy New Year BNI Vermont! Welcome to BNI's 32nd year and BNI Vermont's 16th year! 2017 has a lot in store for us. Now that we're through the holiday season, we can get back into our regular cycle of family, work, and hobbies. Here at BNI Vermont, we are launching some incredible programs, which are intended to create wonderful opportunities for you and your business.

To start off, we're focusing on retention. We know that retaining members is one of the most important things to building your business. Longer relationships lead to deeper relationships, which leads to more referrals and business success! With help from your Leadership Teams, Ambassadors and Director Consultants, over the next few months we are doing a full re-haul of the interview process here in Vermont. We intend to create the necessary transparency for your applicants, and build more understanding with your applicants so that they stay with your chapter for years to come. We welcome your feedback throughout this process.

Speaking of feedback, the annual BNI Vermont Survey will be coming out in the next two months. Each year we send out a survey to collect your feedback about how BNI is working for you, so that we can make necessary updates to our programs. We thank you in advance for your kind words and constructive insight, as you know that we are doing all we can to make BNI Vermont everything you want it to be.

There is much more coming down the pike! Keep your eyes out for future newsletters and communicate with your chapter's Director Consultant regularly. Thank you for all that you do, and we wish you a happy and prosperous 2017!



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: The Power of Your Local Chamber of Commerce

Years ago, when I was a BNI member I attended a Vermont BNI event and while there someone remarked, “You can be a member of BNI, or you can be a member of the Chamber, but you can’t be a member of both.” At the time – I was in my twenties and new to the business world – that statement did not ring true to me. I remember thinking, “memberships in BNI and the Chamber don’t compete – they compliment.” Now here I am, running BNI Vermont, and my belief still holds true. I have been a member of the Vermont Chamber of Commerce and my local Lake Champlain Regional Chamber of Commerce for as long as I’ve been in BNI (that’s nearly 10 years in total), and the opportunities provided between the two have been a wonderful compliment! Our BNI membership allows us to use a reliable system to create habits which result in trackable income for our businesses. The training, relationships and steadfast-ness of BNI means we can count on continued growth and opportunities. Our chambers host great trade shows, provide opportunities to get involved and educated about our legislature, give us discounts on insurance and products, and provide opportunities to network outside of BNI. As the Executive for BNI Vermont, I look forward to creating more active collaboration between BNI and your local chamber in the years to come. If you are not yet a member of your local chamber of commerce, may I recommend that you join? Chambers are strong pillars of our communities and our businesses, and they need our support to maintain their strength!

- Vickie Wacek, Executive Director, BNI Vermont

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.

January 4: [Episode 488: The Easy Path is Harder](#)

January 11: [Episode 489: Knock the Socks Off Your Audience](#)

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.

Resources Previously Available on BNI.com Moving to BNI Connect

Submitted by Eden Creamer, Global Marketing Coordinator,
BNI Global Support Team

Register Now: CEO Graham Weihmiller Kicks Off BNI's New Webinar Series

Submitted by Eden Creamer, Global Marketing Coordinator,
BNI Global Support Team

The Hard Path is Easier

By Dr. Ivan Misner, BNI Founder and Chief Visionary Officer

Weekly Meeting Stimulants, Part Two

Submitted by James Vineeth, BNI Dynamic, Coimbatore, India

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.



Towanda Geary
Psychologist
**Spirited Pathways to
Healing LLC**
Champlain Connections BNI
Burlington, VT



Daniel Holtz
Custom Furniture
Mattress by Appointment
The Masters BNI
Colchester, 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

Middlebury BNI

Prestige BNI

Prosperity BNI

Queen City BNI

The Masters BNI

Shelburne BNI

Wealth Builders BNI

From Our BNI Team

The Change You Wish to See

by BNI Vermont Ambassador, Sam Orfanidis



Sam Orfanidis

BNI Ambassador

**Member of
Prosperity BNI
Thursday
9:00 – 10:30 am**

Immaculate Heart of Mary Church
Williston, VT

Professional Classification

Personal Trainer
Spectac Health Fitness
& Performance

Chapter Roles Held

President and
BNI VT Ambassador (*current*)
Visitor Host
Membership Committee

**Need to reach your
Director Consultant or
an Ambassador?**

[Click Here](#)

I know. It is 2017 and I am writing about change.

Businesses change, businesses adapt, they evolve, overcome, thrive and repeat. The question is... how do we look at change? Bad or good? How do we reflect on our 2016 year and improve? We change. The idea is to never stop. Keep working until you no longer need to introduce yourself. Keep working until you have been the change you wish to see in your company and in your business world. To improve, we change.

Now, think of BNI. How was BNI changed? Better yet, how has BNI changed YOUR business? Have you changed since becoming a member of BNI? The way you talk, listen, market, and instruct changes as your business changes. We must be willing to make that change and adapt to certain areas that may be causing stress or hindering business growth. If we do not want to grow and accelerate, why stay in business?

Look at all your numbers from last year. You did 1-2-1's, GREAT! Now, out of those 1-2-1's, how many were repeat meetings? Were they successful? How did the 1-2-1's change your thoughts on a fellow member's business? Any meetings spark the idea of a new business venture or a different way to market your business? GOOD! That is a good meeting. Better question of the day is how many referrals did you give last year?

As your reading, if you are anything like me, you are asking yourself "Why are there SOOO MANY questions in this article?" Well... how many times a day do you ask yourself these questions? To change, we must challenge ourselves every day. Ask yourself the questions that you would ask someone else. How did your business perform and if you could, what would you do differently?

Use BNI as your changing tool. After you look at your numbers, ask yourself another question, "How can I do better?" That may be more 1-2-1's or more time spent in the community. Whatever it may be, use the tools that you are in this organization for. Go to member events and talk to people. Challenge yourself every day to do something you normally would not do. One example being staying up later than usual to help a member take down from an event.

Questions aside, businesses change, and hopefully for the better. Change with your company and change with your employees. How we change directly impacts our bottom line. Why would any business want to take a step backwards? Unless that step backwards is to strategically advance. Be the change you wish to see. How do you want to be remembered as, a boss or a leader? Have impactful economic growth or stagnant business practices? BNI changed my outlook and changed my business. I challenge everyone to change.

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, January 19, 5:00 – 8:00 pm
Tuesday, February 7, 2:00 – 5:00 pm
Location: Bevo
Roosevelt Highway, Colchester



Calendar of Events

January

- 1/18 BNI Connect Webinar - Step 5: Inviting and Registering Visitors**
4:00 – 5:00 pm, Fee: FREE
- 1/19 BNI Member Success Program**
5:00 – 8:00 pm, Fee: \$15 for Members, \$30 for Non-Members
- 1/24 BNI Connect Webinar - Leadership Team Tools & Reports**
3:00 – 4:00 pm, Fee: FREE
- 1/25 Advanced Member Success Program**
8:00 am – 5:00 pm, Fee: \$125.00
- 1/26 BNI Connect Webinar - Online Renewals in BNI Connect**
3:00 – 4:00 pm, Cost: FREE

February

- 2/6 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Fee: FREE
- 2/7 BNI Member Success Program**
2:00 – 5:00 pm, Fee: \$15 for Members, \$30 for Non-Members

March

- 3/9 Shelburne BNI Visitors' Day**
8:30 – 10:00 am, Fee: Free
- 3/16 BNI Member Success Program**
5:00 – 8:00 pm, Fee: \$15 for Members, \$30 for Non-Members

For any of the Events listed above

[Register Here](#)

BNI Updates

The 2016 BNI International Convention November 17 – 19, Garden Grove, California

Welcome to our second installment of news from the 2016 BNI International Convention! This month I am excited to share with you some new projects coming down the pike from the BNI Global Support Team (aka BNI Headquarters) which will directly and dramatically impact your BNI membership! I encourage you to review our December newsletter for a refresher on additional opportunities that are coming to you!

BNI Supplies & More

There has been a recent change to the way BNI is handled supplies (such as ribbons, books, New Member Packets, etc). For the last 30 years BNI HQ has acted as a warehouse for all supplies related to your membership and your chapter. However, in 2016 BNI decided it would be in the members' best interests if they stopped spending their time and skills being a product and shipping company, so they have outsourced these tasks to Clark and Kendall, a company specializing in world-wide printing and shipping services. This recent upgrade is a huge benefit to you as a member of BNI! The first benefit is that the pricing for small regions such as Vermont is now equal to that of larger regions (previously, because we weren't purchasing items in the thousands, we here in Vermont had to pay more for the same supplies), which translates to more of your membership dollars being spend on in-state programs and supplies! Next, this change means that you, as a member, now have access to BNI supplies to request and purchase as you like! I encourage you to visit BNIPromos.com to peruse your options!



Keynote Speaker – Isaac Lidsky



To any of you familiar with the 1990's TV show, *Saved By The Bell: The New Class*, the name Isaac Lidsky might sound familiar. Us lay-people recognize his face and name from the character "Weasel" in that show. What's really remarkable about Isaac, and what touched so many of us at the 2016 BNI International Convention, was that shortly after the show ended when he was in his early teens, he went completely blind. His Keynote Presentation, called *Living and Leading with Eyes Wide Open*, was a powerful reminder of how you don't need to have the gift of sight to recognize opportunity. Consider that sight is 30% of our brain mass, but an amazing 60% of our brain's processing capacity, and on top of that, how you intrinsically feel about something drastically changes how you see things! His powerful presentation about vision, both the literal and the figurative, put a lot of things into perspective.

"Worse than being blind is having sight, but no vision." – Helen Keller

"Sighted People are terrified of speaking to a full room; while blind people are terrified to speaking to an empty room." – Isaac Lidsky

I encourage you to take a moment to consider purchasing Isaac's new book coming out in March 2017 called *Eyes Wide Open*. If it is anything like his presentation, I'm very sure that it will change your life!

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

Michael Hughart Winooski Insurance, Integrity BNI

Mike Lannen Eternity, Crossroads BNI

6 Months Perfect Attendance

Jimmy Matas Handy GMC, Prestige 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

Timothy King Timothy King Attorney at Law, Middlebury, BNI

Elizabeth Davidson Clear Connections Chiropractic, Queen City BNI

Chris Morse Chrismorse.net Computer Service, Middlebury BNI

Corey Hevrin The Vermont Agency, Champlain Connections BNI

Mollie Lannen CW Print + Design, Queen City BNI

Eric Noel Eric Noel Coaching, Wealth Builders BNI

Dave Leinawever D K Leinawever, CPA, PC, Middlebury BNI

Susan Mason Herstudio, Shelburne BNI

Kate Dubenetsky Hall Communications, Queen City BNI

Taya Elisabeth White Heron Healing, Queen City BNI

Justin Brande Vermont Custom Chiropractic, Integrity BNI

Sarah Clifford Aerus, Crossroads BNI

Johannes Ziegler JZ Carpentry, LLC, Champlain Valley BNI



Congratulations to all Chapters in the Green December 2016

Champlain Connections BNI

To access your Chapter's Traffic Lights Report, go to:
BNIconnect.com -> Reports -> Chapter -> Chapter Traffic Lights

BNI Vermont

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Vickie@BNIVermont.com

Find us on the Web:
www.BNIVermont.com



Member Recognition

New Members – December 2016

[Shawn Ryan](#) National Business Technologies, Champlain Connections BNI

[Lori Bisson](#) Bella Capelli Al Sole, Crossroads BNI

[Randy Katon](#) Country Style LLC, Integrity BNI

[Evan Sullivan](#) Web3Media, Prosperity BNI

[James Becker](#) Practical Business Solutions, Shelburne BNI

[Ron Flanders](#) Hearst Television (NBC5), Wealth Builders BNI

Renewed Members – December 2016

[Steve Shaw](#) Weston & Sampson, Champlain Connections BNI

[Jessica Hall](#) Inspire Physical Therapy, Champlain Connections BNI

[David Beckett](#) Chenette Real Estate, Champlain Valley BNI

[David Weigel](#) Champlain Valley BNI

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

[Johanna Heise](#) HED2TOE, The Masters BNI