



Givers Gain[®] Monthly

From Our Executive Director

What a great start to 2018! We hope that all of your New Year's Resolutions have translated into permanent, positive changes for you and that your first 45 days are laying the groundwork for an outstanding 2018.

Earlier this week you received the annual "Future of BNI" survey. If you haven't completed this yet, make sure you do so now. BNI is founded and directed by your opinions and insight! When you share, upgrades are made, transparency is maintained, and your positive experiences increase dramatically! We welcome and encourage your constructive feedback about BNI!

Another exciting opportunity came in January when you received notification about open sponsorships for this year's Annual Banquet! Thanks to the creative workings of our Administrator, Shawna Shortsleeve, the opportunity to get your business in front of hundreds of people is much easier than in past years! We are looking for a handful of Table Sponsors (at \$100) and a dozen or so Advertising Sponsors (\$25 and \$50 options). Help us afford this amazing annual event, and create some visibility for yourself and your business! Contact Shawna Shortsleeve at Admin@BNIVermont.com to save your spot.

Lastly, if you aren't doing so already, make sure to register yourself for one of the upcoming The Business Experience courses that are offered each month! Are you a Lifelong Learner – consistently building your business by feeding your mind? In March the topic is Making the Most of Your Mixer or Tradeshow to help you make money by networking outside of BNI! April's workshop is all about communication skills – The Platinum Rule: Learning to communicate with people instead of at people. Reserve your seat by registering at www.BNIVermont.com > Events Calendar. These courses have been selling out each month, so don't miss out!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Intentional Communication to Build your Profitability

Thanks to our brains, we rarely need to stop and process the world around us. We are creatures of habit and when it comes to regular day-to-day activities we simply act. If we didn't, and we were forced to consider each and every action or word out of our mouth, it would be difficult to accomplish anything. This ability is useful as a general rule, however, sometimes we don't take the time to consider how others are interpreting our habitual actions. For example – how we communicate with others. Picture yourself speaking with someone who is of a higher rank (your boss, the Governor, your priest). Do you speak to them with respect? **Yes!** Would you casually swear while communicating with this person? **No!** Are you aware of your body language and posture? **Yes!** This is because you are using **Intentional Communication!** In our BNI memberships, this Intentional Communication sometimes falls to the wayside. “We're with friends! We can communicate with our members without any forethought of their professional interpretation of what we're saying or doing!” your habitual mind tells you. However, your mind is leading you wildly astray. When you are communicating with someone who is much younger than you, are you being attentive to their world-view and how they interpret your actions? The same goes for someone older than you — The Generational Divide is an important factor in communication. How about a blue-collar worker whose body rarely gets a rest, compared to the white-collar worker who's mind rarely gets a rest? When using your BNI membership to grow your business, use your Intentional Communication skills to make sure you are communicating to the best of your ability! - Vickie Wacek, Executive Director, BNI Vermont

Podcasts

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 Podcast featuring tips on Word-of-Mouth Networking.

- January 24: [Episode 542](#): How to Make a Million Dollars Networking
- January 31: [Episode 543](#): How to Use the BNI Podcast
- February 7: [Episode 544](#): 5 Great Questions to Ask at a Networking Event
- February 14: [Episode 545](#): Full Participation in BNI

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**](http://www.BNIPowerOfOne.com) to learn more.

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**](http://www.SuccessThroughReferrals.com). This website helps non-BNI business professionals with their word-of-mouth marketing efforts.

BNI Resources

Have you ever been interested in accessing the BNI Logo? Maybe you missed a recent BNI Webinar to help you learn how to use BNI Connect? What if you would prefer the *Givers Gain* book you received in the Members Success Program, in audio format? Visit Support.BNIConnect.com and click on **The Resource Center** button. Why not take a few minutes right now to check out what this site has in store for you!

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.

Master Following Up With New Connections

By Eden Creamer-Hurdle

Addition by Subtraction: When Less is More

By Ivan Misner, Ph.D BNI Founder

BNI Tools: The Traffic Lights

By BNI Staff

Founding Member Benefits in BNI

By Graham Weihmiller, BNI CEO

Why Name Badges are Vital in Networking

By BNI Staff

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 head-shot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.



Nathan Muehl
Financial Advisor
NMA Financial
Prestige BNI • St. Albans



Melendy Comey
Image Consulting
cabi-Independent Stylist
Prosperity BNI • Williston



Heather Belanger
General Contractor
A. White & Son
Queen City BNI • Burlington



Erik Kolomaznik
Group Insurance
CK Financial Resources
Shelburne BNI • Shelburne



Monica Chapman
Restoration-Cleaning
Puroclean
The Masters BNI • Colchester



Rod Cain

BNI Vermont
Director Consultant

Leadership Begins with You

By Rod Cain,

BNI Vermont Director Consultant

Leadership - often discussed in the business world, yet, when defined, the word differs from person to person. Leadership is the act of applying your skills and vision for the good of the greater whole. Our families, communities, and yes, our businesses—any collective of individuals who share a common purpose must have this essential ingredient to be effective. But what is it?

Here are a few ideas to inspire you to consider your involvement in your chapter and the lasting impact you can have by practicing the art of leadership.

1. MOVE YOUR EGO OUT OF THE WAY: While each leadership style is unique, the intention is always to serve those around you: set examples, inspire others, and practice the essence of Givers Gain®. Collaborating is far more powerful than dominating. It inspires others to lead and gives them space to step in. Dominant personalities run the risk of ‘herding the flock’ instead of encouraging members to lead themselves. The more leaders there are in a group, the stronger and more dynamic your collective efforts will be.

2. DEVELOP YOUR VISION: Being able to see potential, set reasonable goals, and plan strategically is a skill. Be creative. Learn from others and exercise your ‘vision muscle’ regularly. The best way to think outside the proverbial box is to get rid of the box. Innovation doesn’t need to be complicated. In fact, the best solutions are often the most simple.

3. PLAN AND PREPARE: Time is valuable. Manage your time and delegate as often as possible. Most members want to be helpful... ask for their help. Their contributions will be appreciated by the chapter and the workload becomes easier for everyone. Engaging a new member can be especially important for nurturing a culture of involvement. Also, any good plan has the ability to pivot. Life is about change, and sometimes that means being flexible or changing course.

4. LEAD BY EXAMPLE: No matter what your role in the chapter is, take it seriously and perform it to the best of your ability. Show up. Be reliable and follow through. Don’t be a passenger, be a crew member!

5. COMMUNICATE: How many of us have heard “the key to a successful relationship is communication”? Your membership is part of a group relationship. Be the solution to issues before they become problems. Listen. Success comes from understanding another’s viewpoint when compared to injecting your need to be correct. Unanimous agreement is a gift seldom experienced in group dynamics. Honoring different opinions and learning to incorporate ideas are the very definition of being a team player and will only elevate your reputation.

Leadership is an art. It cannot be confined to a limited set of parameters. Develop your style, practice your technique, and remember it will always be a work in progress. We are the artist of our own leadership, and our ‘works of art’, with the right intentions, can have long lasting, positive changes in our chapter and in our lives.

About the Author

Member of Champlain Connections BNI

Meets Fridays, 7:30 – 9:00 am

The Great Room, Main Street Landing, Burlington, VT

Current Roles: BNI VT Director Consultant, Membership Committee

Past Role: President, Growth Coordinator, Ambassador & Education Coordinator

New Chapters Forming!

Brattleboro - currently in the works
Manchester
Richmond
Rutland - currently in the works
St. Johnsbury
Stowe
Waitsfield
Waterbury - currently in the works

Member Success Program

Have you attended a Member Success Program recently? 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 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, February 22, 5:00 – 8:00 pm

Tuesday, March 14, 2:00 – 5:00 pm

Location: Holiday Inn, South Burlington

Shelburne BNI MSP

Thursday, March 1, 10:30 am – 1:30 pm

Location: Trinity Episcopal Church

5171 Shelburne Road, Shelburne



The Masters BNI Chapter MSP Graduates.

Calendar of Events

FEBRUARY

- 2/20** **Quarterly Membership Committee Training**
4:00 – 6:00 pm, Fee: \$30 for members
- 2/22** **BNI Member Success Program**
5:00 – 8:00pm, Fees: FREE for members,
\$30 for non-members
- 2/26** **Visitor's Day Committee Training**
8:00 – 10:00 am, Fee: FREE
- 2/28** **Rutland BNI Interest Meeting**
8:00 – 10:00 am, Fee: FREE

MARCH

- 3/1** **Shelburne BNI Member Success Program**
10:30 am – 1:30 pm, Fee: FREE for members,
\$30 for non-members
- 3/12** **Middlebury Visitors' Day**
8:00 – 10:00 am, Fee: FREE
- 3/14** **BNI Member Success Program**
2:00 – 5:00 pm, Fee: FREE for members,
\$30 for non-members

[**Register for Events**](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Tim King

Timothy King Attorney at Law, Middlebury BNI

Barbara Dozetos

Above the Fold Marketing, Champlain Valley BNI

Stephanie Mack

Account Mobility, Queen City BNI

Dutton Smith

Homesmith Services, LLC, Middlebury BNI

6 Months Perfect Attendance

Elizabeth Davidson

Clear Connections Chiropractic, Queen City BNI

Barb Dozetos

Above the Fold Marketing, Champlain Valley BNI

Tim King

Timothy King Attorney at Law, Middlebury BNI

Jennifer Kestrel McTigue

Life Vantage, Heart of Vermont BNI

Brendan Walsh

Quantum Leap Capital, Shelburne BNI

Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury BNI

Jeannemarie Schinhofen

Katie's Jewels, Heart of Vermont BNI

Larry Hawley

The Vermont Agency, Prosperity BNI

Travis Spencer

Kinney Insurance, Champlain Valley BNI

Susan Snider

Mad River Woolery, Crossroads BNI

Dave Leinaweaver

D K Leinaweaver, CPA, PC, Middlebury BNI

Chris Morse

Chrimorse.net Computer Service, Middlebury BNI

Tim Monty

Professional Financial Associates, Integrity BNI

Casey Baczewski

South Burlington Physical Therapy, Wealth Builders BNI

Daniel Fortin

Goss Cars, Wealth Builders BNI

Corey Hevrin

The Vermont Agency, Champlain Connections BNI

Rod Cain

Rod Cain Massage, Champlain Connections BNI

Robin Freeman

Law Office of Caroline S. Earle PLC, Heart of Vermont BNI

Sarah McAllister

Botanica Florals, Heart of Vermont BNI

Madelief Becherer

Green Legacy Builders LLC, Heart of Vermont BNI

Todd Lefkoe

Vermont Spineworks and Rehabilitation, Middlebury BNI

6 Months Perfect Attendance (cont.)

Brain Bonk

Champlain Chevrolet, Prestige BNI

Eric Steele

Blue Morpho Technongies, LLC, Shelburne BNI

Adam Ginsburg

A. Ginsburg Architects, Shelburne BNI

Jeffery Greene

New York Life, Shelburne BNI

Beth Martell

Beth Martell Coaching, Shelburne BNI

New Members - January 2018

Stephanie Greenlees

Kaplan and Kaplan, Queen City BNI

Roz Donovan

Vermont Center for Integrative Therapy, Shelburne BNI

Kaylee Pratt

National Business Technologies, Prestige BNI

Hillary Reichert

Larkin Hospitality, The Masters BNI

Axel Handy

Essex Agency, Prosperity BNI

Renewed Members - January 2018

Jesse Harper

Vermont Security, Heart of Vermont BNI

Johannes Otter

Therapeutic Massage + Energy Healing, Heart of Vermont BNI

Robin Freeman

Law Office of Caroline S. Earle PLC, Heart of Vermont BNI

Madelief Becherer

Green Legacy Builders LLC, Heart of Vermont BNI

Katherine Rendall

Community Bank, N.A., Integrity BNI

Bill Frascino

National Business Equipment, The Masters BNI

Kent Gardner

Buswell Gardner, Heart of Vermont BNI

Heidi Gerrish

VT Concrete Cutting and Concrete Solutions, Heart of Vermont BNI

Jacob Miller

Jacob Miller Landscaping, Heart of Vermont BNI

Sue Gosselin

WIZN-WBTZ-WJOY-Hall Communications, Inc., The Masters BNI

Jessica Hall

Inspire Physical Therapy, Champlain Connections BNI

Jeff Teplitz

Academy Mortgage Corporation, Prosperity BNI

Monique Bedard

Coldwell Banker Hickok and Boardman Realty, Prosperity BNI

Jane Evans

Studio J Creative LLC, Champlain Connections BNI

Jimmy Matas

Handy Buick GMC Cadillac, Prestige BNI

Claudia Pringles

Law Office of Claudia I. Pringles, Heart of Vermont BNI

Renewed Members - January 2018 (continued)

[Lisa Mason](#)

Fiddleheads Cuisine, Heart of Vermont BNI

[Marc Wiener](#)

Marc E. Wiener Law Offices, PLLC, The Masters BNI

[Russel Bibens](#)

RW Bibens Renovations, LLC, The Masters BNI

[Soren Pfeffer](#)

Central Vermont Real Estate, Heart of Vermont BNI

Important Links

www.BNIVermont.com

www.BNI.com

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](#)

[Heart of Vermont BNI](#)

[Integrity BNI](#)

[Middlebury BNI](#)

[Prestige BNI](#)

[Prosperity BNI](#)

[Queen City BNI](#)

[The Masters BNI](#)

[Shelburne BNI](#)

[Wealth Builders BNI](#)



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Changing the Way the World Does Business®