



Givers Gain[®] Monthly

From Our Executive Director

Happy March, Vermont! At this point we are all thoroughly entrenched in 2018, and we hope that the start of your first quarter has been outstanding!

An update to what is going on at BNI Vermont on your behalf includes the usual ruckus around the Annual BNI Vermont Awards Banquet! There are awards to finalize and to be sent out for printing, sponsorships to confirm, silent auction items to collect, and tickets to be distributed to your chapters all over the state! How are you participating in this year's event? Consider who you nominated to win an award, see your business "up in lights" as a sponsor, and book a night at the hotel, since we moved this year's banquet to a Friday night (at your request)! We'll see you on Friday, May 11th for this incredible event!

Another exciting opportunity happening throughout Vermont are the numerous Visitors' Days occurring over the next several months – 9 to be exact! These chapter events spread the word about your networking group across the community, which in turn creates more word-of-mouth for you and your business! The Visitors' Day Program was created by a group of BNI members in Michigan decades ago, and is now used in dozens of countries across the world! We here in the BNI Vermont Regional Office enthusiastically look forward to our role

in helping you build your chapter, and an early congratulations to all of you for your hard work as a team!

As March comes and goes, we hope that this snowy month treats you well! Stay warm, much success to you, and Happy Networking!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: The Power of “Inviting Mindset”

BNI Visitors... Just like prospective customers are possible future customers, visitors to your BNI chapter are possible referral partners. We are all aware of the power of visitors. What we can miss, however, is how our Inviting Mindset impacts them before they've even attended our meeting. Many of us struggle with over-focusing on turning Visitors into Members and this is not only wrong, it is misleading. Consider your own business for a moment. What if all of your prospective customers had to encounter your over-enthusiasm for your business? What if you overwhelmed them with excitement, information, and language such as “this product will change your life!” or “without this service you'll miss out on so much!”? We know that this kind of language pushes people away and yet, we do this to our Visitors. We over-focus on “this great BNI opportunity”, we give them more information than they wanted, and we drive to get them to submit an application. The Power of Inviting is not about what's in it for you. It's about what's in it for them! There are two mindsets that are critical when inviting. The first is Chapter Pride. When you are engaged, enthusiastic, and proud to be a member, this deep-seeded pride is felt by those you communicate with. The second is *what's in it for them*. When you are inviting someone to your chapter, avoid getting them to see the power of membership. Instead, focus on one benefit they will receive, such as A) Meeting a potential new vendor, B) Hearing a free training on a topic that is important to them, C) Practicing their public speaking, or D) Getting their business/non-profit out into the community. When you focus on *what's in it for them* you are truly practicing Givers Gain®!

- 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.

February 21: [Episode 546](#): Networking Scorecard

February 28: [Episode 547](#): Interviewing Prospective Members

March 7: [Episode 548](#): The Five Levels of a Referral

March 14: [Episode 549](#): Boost Your Referrals with Power Teams

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 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. 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.

[7 Ways to Host a Successful BNI Mixer](#)

By Eden Creamer-Hurdle

[How My Children Taught Me a Lesson in Networking](#)

By Ivan Misner, Ph.D BNI Founder

[My BNI Story: BNI Runs in the Family](#)

Submitted by Andrew Gastley

[When a Parent \(or Family Member\) Has a Sudden Illness](#)

By Graham Weihmiller, BNI CEO

[BNI's 2018 Global Convention –](#)

[A Convention of Many Firsts!](#)

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



John Kelliher

Environmental Services

NRC East Environmental Services

Wealth Builders BNI • S. Burlington



Richard Fox

Real Estate Attorney

Law Office of Richard J. Fox, PLLC

Champlain Connections BNI • Burlington



Nicole Tatro

Physical Therapy

Elite Health and Wellness

Champlain Valley BNI • S. Burlington



Chandra Pollard

Residential Mortgages

Union Bank

Crossroads BNI • Barre



Russel Bibens

BNI Vermont
Ambassador

6 Ways to Enhance Your Membership in BNI

By Russel Bibens, BNI Vermont Ambassador

Often when we attend our weekly BNI meeting our minds tend to wander and we lose track of the importance of Active Listening. For me this can happen during the induction of a new member. We've all heard this Induction many times as your chapter's newest member goes through the same series of statements with the President that we went through when we were inducted.

Our President starts by welcoming and congratulating the new member, and then asks them to respond with, "I will" following each statement. This is the point at which you may start to wander. You might think about how you are not properly prepared for your Weekly Presentation, or you start to drift thinking about the client meeting you have right after your BNI meeting. For many of us, distractions such as these are common. Although you're "watching" the President and the new member go through the induction procedure, you're not really "there". Are you listening?

You are not alone in this Mind Drift. Your "Monkey Mind" is controlling you, and you've lost sight of the importance of staying in the meeting, both mentally and figuratively. So I ask you to consider all of the reasons you want to listen and pay attention to the Induction ceremony. Consider what you think when you hear each statement?

1. ***"I will provide the quality of service at the price I have quoted."*** We wouldn't think about the last customer we just had... or would we? Nah! We really think, "I do that!"
2. ***"I will be truthful with the members and their referrals."*** Remember how important referrals are? You may just have remembered that you forgot to call John or Mary to follow up on a referral you either gave or received.
3. ***"I will build goodwill and trust among members and their referrals."*** This is important, right? Who wants to refer someone they can't trust? No one! That makes this statement critical. So... are you honest? Do you build goodwill? Do your actions build trust among the members?
4. ***"I will take responsibility for following up on the referrals I receive."*** Darn! You just remembered that you need to follow up with Jenifer or Richard! You may even stop to write down a note to remind yourself.
5. ***"I will display a positive and supportive attitude."*** We all do that, right? Of course, we do. This is how we build relationships in and outside the chapter. A Positive Attitude is a critical Core Value of BNI!
6. ***"I will live up to the ethical standards of my profession."*** After all, this is a Professional Business organization. I present myself and my business in a professional manner in both conversation and appearance.

These are BNI's Code of Ethics, created by BNI members, and followed by each member of our chapter. We all stood and stated "I will" at our own induction. Take a moment and reflect on these, and each time we get to hear BNI's Code of Ethics, re-reflect on how you are following them. **What can I DO** to better represent myself and my business through these actions? The next time you are thinking about why you joined your chapter, remember what was said and what you heard at the last induction. Go over the Code of Ethics to strengthen your resolve, combined with your commitment to participating in you chapter, and watch your business soar!

About the Author

Member of The Masters BNI

Meets Thursdays, 8:00 – 9:30 am

Pomerleau Alumni Center, St. Michael's College, Colchester

Current Roles: BNI VT Ambassador, Vice President, The Masters BNI

Past Roles: Membership Committee, Secretary/Treasurer,
Visitor Host, The Masters BNI

New Chapters Forming!

Brattleboro - currently in the works

Manchester

Richmond

Rutland - Do you know anyone in the area?

Send them our way!

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, April 12, 3:00 – 6:00 pm

ADVANCED MSP

Tuesday, May 22, 8:00 am – 5:00 pm

Location: Holiday Inn

Williston Road, Burlington



Shelburne BNI Chapter MSP Graduates.



February MSP Graduates.



Experience New Insights from Top Business Leaders

Members Day 2018 will take place on Friday, April 27, followed by a half day on Saturday, April 28. This once-a-year event is a unique opportunity to learn tips and tools to make your business more successful through BNI and connect with 500+ members and directors from across the country to expand your network.

The event includes a special presentation by Dr. Ivan Misner, Founder and Chief Visionary Officer, keynote presentation by a world renowned speaker (to be officially announced!), and breakout sessions presented by Graham Weihmiller, CEO, and other BNI all-stars on a wide variety of topics.

Members Day, open to all members, visitors, and guests, costs just \$129 to attend. **Registration closes on Friday, March 16th**

Calendar of Events

MARCH

- 3/21 Making the Most of Your Mixer – The Business Experience Series**
3:00 – 5:00 pm, Fee: \$20 for Members, \$30 for non-members
- 3/23 Champlain Connections Visitor's Day!**
7:30 – 9:30 am, Fee: FREE
- 3/28 Wealth Builders Visitor's Day!**
8:30 – 10:30 am, Fee: FREE

APRIL

- 4/4 Queen City Visitor's Day!**
11:30 – 1:30 pm, Fee: FREE
- 4/10 Mentor and Mentor Coordinator Training**
3:30 – 5:00 pm, Fee: \$30 for Members
- 4/10 Visitor Host Training**
5:00 – 6:30 pm, Fee: \$30 for Members
- 4/12 Prosperity Visitor's Day!**
9:30 – 11:30 am, Fee: FREE
- 4/12 BNI Member Success Program**
3:00 – 6:00 pm, Fee: FREE for Members, \$30 for non-members
- 4/17 Champlain Valley Visitor's Day!**
7:30 – 9:30 am, Fee: FREE

[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

Anita Hoy

Fluidly Moving Body Works, Crossroads BNI

6 Months Perfect Attendance

Barb Dozetos

Above the Fold Marketing, Champlain Valley BNI

Tim King

Timothy King Attorney at Law, Middlebury BNI

Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury 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

Tim Monty

Professional Financial Associates, Integrity BNI

Casey Baczewski

South Burlington Physical Therapy, Wealth Builders BNI

Daniel Fortin

Goss Cars, Wealth Builders BNI

Robin Freeman

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

Madelief Becherer

Green Legacy Builders LLC, Heart of Vermont BNI

Todd Lefkoe

Vermont Spineworks and Rehabilitation , Middlebury BNI

Brain Bonk

Champlain Chevrolet, Prestige BNI

Eric Steele

Blue Morpho Technongies, LLC, Shelburne BNI

Beth Martell

Beth Martell Coaching, Shelburne BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

Ben Raphael

Wooden Hammer, Shelburne BNI

Curtis J. Wheeler

Wheeler Property anagement, Champlain Connections BNI

Heather Belanger

A. White & Son, Queen City BNI

Johannes Ziegler

JZ Carpentry LLC, Champlain Valley BNI

6 Months Perfect Attendance (cont.)

Kristen Mills

Preferred Properties, Wealth Builders BNI

Mike McCarthy

Suncommon, Prestige BNI

Rick Gomez

RVG Electrical Services LLC, Wealth Builders BNI

Rosann Kramer

Runway Auto, Champlain Connections BNI

New Members - February 2018

Brittany Kirvan

Happy Sprouts Wellness, Queen City BNI

Scot Sweeney

SunRun LGCY Power, The Masters BNI

Karen Krieger

Sweet Birch Studio, Prosperity BNI

Peter Zuk

Kyocera Document Solutions, Wealth Builders BNI

Renewed Members - February 2018

Jennifer Kestrel McTigue

Life Vantage, Heart of Vermont BNI

Sarah McAllister

Botanica Florals, Heart of Vermont BNI

Bill Sinks

Multy Builders, Middlebury BNI

Mike Dever

Acorn Painting, Middlebury BNI

Thomas Johnston

Trees Incorporated, Middlebury 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®