



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

“No winter lasts forever. No spring skips its turn.”  
- Hal Borland

**H**appy March, BNI Vermont! Some of us are thriving in this winter weather, hitting the slopes as often as possible. Others are soaking in the longer days as we get closer to warmer months. Regardless, we hope March is treating you wonderfully!

BNI Vermont has a lot of irons in the fire. A daily topic these days is the hundreds of hours it takes to put our Annual BNI Awards Banquet together! Between sponsors, ticket sales, awards and their winners, set up, and more, we are working diligently to make your banquet a ton of fun! Tickets for the banquet are on sale at your chapter meeting through March 29<sup>th</sup>. We look forward to seeing you and your family there!

The Future of BNI Vermont survey resulted in a lot of valuable insight and feedback, and the BNI Vermont Team is working through the information and making plans to put your ideas into effect. As usual we aren't yet able to do everything, which just means it's a matter of time before we can. Expect a statewide email this month with the results of that survey.

The BNI Vermont Team is also working to build its ranks in 2019. We are interested in having representation from each chapter in Vermont by the end of the year, which will mean

more input and perspective from throughout the state, as well as welcoming 2-3 new Director Consultants to the BNI Vermont family. Keep your eyes peeled as we increase the impact you all have on the direction of this organization, and be sure to reach out to your Director Consultant if you are interested in playing a bigger role in this organization as a whole!

Happy networking!

**Vickie Wacek**

BNI Vermont Executive Director



## Monthly Networking Tip: The BNI Generation Gap

At 24 years old, I experienced a couple snags in my BNI membership that apply to many of us, regardless of our age or experience. The biggest of these was communicating with professionals who were significantly older (or in many of our cases, younger) than I was. Since these monthly tips are all about building your Relationship Networking skills, I'd like to share some perspectives about generation gaps that will help you build your word-of-mouth success. The first thing worth touching on is recognizing the power we have in being as diverse as possible in our chapters! When we represent a variety of ages, personalities, and professions in our chapters we are able to touch the lives of more people. Second, it is perfectly acceptable to be aware of the communication gap that sometimes occurs when we are talking with someone who is decades older or younger than us. The problem that can arise after this is when we convince ourselves that the age gap is too large to build a professional relationship. When we're young we sometimes convince ourselves that we are not worthy and that we must prove ourselves, which results in taking fewer chances to open up, to teach our fellow members, and to ask for help. And when we're wise and experienced we sometimes convince ourselves that we don't have the energy, drive, or new ideas to partner with someone who is younger than us. Have you ever run into a generational gap "snag" in your BNI membership? Take a moment to reflect on the power of diversity and relationships. Convincing ourselves that age is a hurdle means fewer opportunities to build strong business relationships. Instead, recognize your generational "head game" and get a step ahead of it to build long-term, meaningful, and profitable relationships with your fellow BNI members.

- 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 20: [Episode 596](#): I Want Referrals and I Want Them Now!

February 27: [Episode 597](#): Networking Wind Sprints

March 6: [Episode 598](#): The One Rule to Work-Life Balance

March 13: [Episode 599](#): Are You Asking for Pennies?

### **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.

# Continuing Education

## 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](http://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](http://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.

### CEO Corner: ...it's ok not to be ok

By Graham Weihmiller, BNI CEO

### You're Just Not Referable!

By Ivan Misner, Ph.D, BNI Founder

### One World One Foundation: Part Two

By Kevin Barber, Chairman of the BNI Foundation Worldwide Inc. & ED BNI Germany South-West

### BNI Member Moments: Stories of Success

#### A New Standard of Collaboration

#### An Opportunity to Partner with BNI®

## BNI Member Profile of the Week

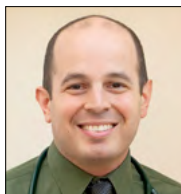
Each week we feature one BNI Vermont Member on all of our social media outlets. *If you would like to be considered for this opportunity, be sure to visit [www.BNIConnect.com](http://www.BNIConnect.com) and update your User Profile in full*, including your headshot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.



### **Mark Browning**

*Property Management*

**Stone & Browning Property Management**  
Crossroads BNI, Berlin



### **Jeff Lourie**

*Medical Services*

**North Branch Health**

Heart of Vermont BNI, Montpelier



### **Steve Hartmann**

*Employee Benefits-Group Insurance*

**Affiliated Associates**

Integrity BNI, Essex



### **Reed Prescott III**

*Artist*

**Prescott Galleries @ Verde Mountain**

Middlebury BNI, Middlebury

# From the BNI Team



**Dutton Smith**

BNI Ambassador

## Does BNI Care About Me?

*By Dutton Smith, BNI Ambassador*

Does it make you feel cared for when a friend calls you just to check in to see how you are doing? Speaking for myself, I appreciate it when someone cares enough to take the time required to connect with me by phone or in person. Sure, email, texting, messaging, etc. are all easier and take less time in our hyper-busy world, but a call is more personal. It means more.

I'm writing this because BNI Vermont DOES care about you and your experience in BNI, and we want to be that friend that calls just to check in to see how you are doing. That, in essence, is what I will be doing in my new role as the "Regional Member Experience Coordinator". These will be quick calls, and they are different depending if you are a new member or renewing member. For new members, here are some of the talking points:

- Welcome to BNI Vermont!
- Are you clear about the role of the Director Consultant?
- Have you been able to access BNIConnect.com, BNI University.com, and the BNI Connect and BNI University Mobile Apps?
- Would you like any ideas or support around your public BNI Member Profile through BNIConnect.com?
- Have you completed the online Member Success Program and "MSP Workshop"? These really help new members to have a successful first year in BNI.
- It's helpful to find and train 2-4 potential substitutes now for future meetings.
- Who is your mentor and are you meeting with them regularly? Do you have any feedback about your in-chapter mentoring?
- Do you have any questions about the "Power of One Report"?
- Do you need any help understanding the "Referrals & Testimonials" portion of the meeting?
- Do you need any help with 121 practices, CEU practices, Weekly Presentations or Feature Presentation practices?

It may seem like a lot, but these are all things that will help our newest members get off to a good start in BNI. Through these calls I have found that chapters and mentors are doing a good job getting people up to speed. Keep up the good work, mentors!

Here are the talking points for renewing members:

- How was your 6-month Check In with your Membership Committee?
- Tell me about your most recent year of membership compared to other years
- What was your favorite thing or event in your membership this year?
- What one thing would you like to make better in your next year of membership?
- Would you like help taking advantage of BNI workshops, visiting other chapters, or having out-of-chapter 121s in your next year of membership?
- General idea sharing and support with a goal of helping you find the resources you need.

The power of BNI lies in plugging into the system and using it to your advantage, but it takes a focused commitment. It will pay dividends many times over when members take advantage of everything BNI has to offer. I hope to help people see the promise of those dividends.

## About the Author

### **Member of Middlebury BNI**

Meets Mondays, 8:30 – 10:00 am  
Middlebury Recreation Center  
154 Creek Road, Middlebury

**Current Roles:** Ambassador, BNI VT, Visitor Host, Middlebury BNI

**Past Roles:** President, Middlebury BNI

## New Chapters Forming!

Bennington  
Brattleboro

### HINESBURG

**Interest Meeting** scheduled for **March 26!** Please share this event link with Hinesburg area professionals you know who would like to learn more about BNI.

Manchester  
Milton  
Newport  
Rutland  
St. Johnsbury

### STOWE

**Interest Meeting** scheduled for **March 28!**  
This is one of the first steps in starting a new chapter!  
Please share this event link with Stowe area professionals you know who would like to learn more about BNI.

Waitsfield

Contact Heather Belanger, Chapter Launch Director,  
802-233-9737

## Member Success Program

The BNI Member Success Program is available online at [BNIUniversity.com](http://BNIUniversity.com) for all new members (and current members) in their first 60 days of membership. This means that the entire course can be accomplished via the BNI University App on your phone, and/or online directly through the website and because it's online it can be tackled at a pace that fits each new member (as long as it's completed within 60 days). Chapter Member Success Programs will still be presented with each chapter once a year so that all members can partake in the course annually (as part of membership) and so that the course can be worked to the needs and interests of your membership. We continue to encourage your insight and feedback about this course, and hope that enjoy this new asset of membership with BNI!

For those of you that have taken the Online Member Success Program, we highly recommend that you follow it up with the Member Success Program Workshop. In this course you will outline and practice your Weekly Presentations, Feature Presentations, learn the best practices for 1-2-1's, and how to effectively use your contact spheres.

### Member Success Program Workshop

March 25, 2019 • 4:00 – 6:00 pm

Holiday Inn, Williston Road, Burlington

### Queen City BNI Member Success Program

April 10, 2019 • 8:00 – 11:00am

The Board Room, Main Street Landing, Burlington

### Advanced Member Success Program

May 20, 2019 • 8:00 am – 5:00 pm

Hickok & Boardman Building, Burlington

# Calendar of Events

## MARCH

- 3/19 **Membership Committee Mid-Term Training**  
3:00 – 6:00 pm, Fee: \$30 for members
- 3/21 **Prosperity BNI Visitors' Day**  
9:30 – 11:30 am, Fee: FREE
- 3/25 **Member Success Program Workshop**  
4:00 – 6:00 pm, Fee: FREE
- 3/27 **Wealth Builders BNI Visitors' Day**  
8:30 am – 12:30 pm, Fee: FREE

## APRIL

- 4/9 **Prestige BNI Visitors' Day**  
8:00 – 10:00 am, Fee: FREE
- 4/10 **Queen City BNI Member Success Program**  
8:00 – 11:00 am, Fee: FREE for members,  
\$30 for non-members
- 4/12 **Sixth Annual BNI Awards Banquet**  
5:30 – 9:30 pm, Fee: \$40 per person

- 4/18 **Prosperity BNI Member Success Program**  
11:30 am – 2:30 pm, Fee: FREE for members,  
\$30 for non-members
- 4/25 **The Business Experience Series:  
The Platinum Rule**  
3:00 – 5:00 pm, Fee: \$20 for members,  
\$30 for non-members

## MAY

- 5/2 **The Masters BNI Visitors' Day**  
8:00 – 10:00 am, Fee: FREE
- 5/3 **Heart of Vermont BNI Visitors' Day**  
8:00 – 10:00 am, Fee: FREE
- 5/6 **BNI Vermont Leadership Team Roundtable**  
*LT's please remember to Register*  
2:00 – 5:00 pm, Fee: FREE
- 5/9 **Shelburne BNI Visitors' Day**  
8:30 – 10:30 am, Fee: FREE
- 5/20 **Advanced Member Success Program**  
8:00 am – 5:00 pm, Fee: \$125 for members
- 5/23 **Crossroads BNI Visitors' Day**  
8:00 – 10:00 am, Fee: FREE
- 5/30 **The Business Experience Series:  
The Art of Referrals**  
3:00 – 5:00 pm, Fee: \$20 for members,  
\$30 for non-members

[Register for Events](#)

# Member Recognition

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

Mary Catherine Jones

Voice-Over Vermont, LLC, Champlain Connections BNI

Michael Hughart

Kinney Insurance, Integrity BNI

Elizabeth Davidson

Clear Connection Chiropractic, Queen City BNI

## 6 Months Perfect Attendance

Alison Davis

Quantum Leap Capital, Champlain Valley BNI

Michael Sealy

BTV Creative, Champlain Valley BNI

Dutton Smith

Homesmith Services, LLC, Middlebury BNI

Robert Schwartz

Great Northern Construction, Integrity BNI

Jose Lastres

CW Print + Design, Crossroads BNI

Kristen Ginsburg

Vermont Custom Fitness, Middlebury BNI

Erik Kolomaznik

CK Financial Resources, Shelburne BNI

John Kelliher

NRC East Environmental Services, Wealth Builders BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

Madelief Becherer

Green Legacy Builders LLC, Heart of Vermont BNI

Robin Freeman

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

Timothy King

Timothy King Attorney at Law, Middlebury BNI

Eric Steele

Blue Morpho Technongies, LLC, Shelburne BNI

Travis Spencer

Kinney Insurance, Champlain Valley BNI

Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury BNI

Matthew Walker

JC Image, Prestige BNI

Melendy Comey

cabi-Independent Stylist, Prosperity BNI

Elizabeth Davidson

Clear Connection Chiropractic, Queen City BNI

Michael Townsend

Chiropractic First, Wealth Builders BNI

Ellen Gurwitz

De-clutter Me!, Champlain Connections BNI

Darlene LeClair

Neora International, Champlain Valley BNI

Alan Kinney

Kinney Insurance Agency, Prestige BNI

Jimmy Matas

Handy Buick, GMC, Cadillac, Prestige BNI

## 6 Months Perfect Attendance (cont.)

[Erin Perrin](#)

Fairway Mortgage, Queen City BNI

[Dylan Zane](#)

Usherwood Office Technology, The Masters BNI

[John Kell](#)

Kell & Company Real Estate, The Masters BNI

[Susan Lackey](#)

Perfect Image Fashions, Wealth Builders BNI

## New Members - February 2019

[Aaron Barton](#)

Extensity Creative, Champlain Connections BNI

[Adam Lacross](#)

Champlain Home Inspections, Queen City BNI

[Dylan Woodrow](#)

VTDigger, The Masters BNI

[Jill Marsano](#)

VTUMS Vermont Utility Management Services,  
Champlain Connections BNI

[Jody Hancock](#)

360 Painting of the Green Mountains, Prestige BNI

[Justin Dennis](#)

JDDesignVT.com, Prestige BNI

[Mary Hamilton](#)

Funerea Ltd, Champlain Valley BNI

[Liesje Smith](#)

Liesje Smith - Certified Rolfer, Champlain Connections BNI

[Todd Stoilov](#)

Still and Motion, Shelburne BNI

## Renewed Members - February 2019

[Ben Raphael](#)

Wooden Hammer, Shelburne BNI

[Bob Boucher](#)

Dependable Service, Middlebury BNI

[Brian Stark](#)

Stark Law PLLC, Champlain Valley BNI

[Brittany Karkut](#)

Happy Sprouts Wellness, Queen City BNI

[David Gold](#)

Edward Jones, Crossroads BNI

[Darlene LeClair](#)

Neora International, Champlain Valley BNI

[Ellen Gurwitz](#)

De-clutter Me!, Champlain Connections BNI

[James Cohen](#)

JCohen Financial, Champlain Connections BNI

[Jay Vallieres](#)

Movement Mortgage, Champlain Connections BNI

[Jeff Dickson](#)

Dickson Law Office, PLLC, Champlain Connections BNI

[Jeff Pierce](#)

Crosshair Communications, Wealth Builders BNI

[John Wisell](#)

Acorn Painting, Shelburne BNI

[Jonathan Llyod](#)

Lloyd Plumbing, Heating & Gas Service, Heart of Vermont BNI



## Renewed Members - February (cont.)

[Katie Frederick](#)

ASC, Wealth Builders BNI

[Katie Paquette](#)

Moments By Kate, Wealth Builders BNI

[LJ Nieulant](#)

Inspirator, Queen City BNI

[Mark Lucia](#)

BrickKicker, Champlain Connections BNI

[Mary Catherine Jones](#)

Voice-Over Vermont, LLC, Champlain Connections BNI

[Mickey Wiles](#)

Working Fields, LLC, Champlain Connections BNI

[Mike Dever](#)

Acorn Painting, Middlebury BNI

[Paul Richardson](#)

Richardson Photography, Crossroads BNI

[Robert Schwartz](#)

Great Northern Construction, Itnegrity BNI

[Seth Gifford](#)

Gifford Construction, Shelburne BNI

[Taite Carpentier](#)

Concept Move, Champlain Connections BNI

[Thomas Johnston](#)

Trees Incorporated, Middlebury BNI

[Timothy Boltin](#)

Delicate Decadence, Crossroads BNI

## Chapters in the Green - March 2019

Congratulations to  
**CHAMPLAIN CONNECTIONS BNI**  
for the second month in a row!

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

## BNI Vermont Team



**Please Welcome  
Shawn Zwick**  
to the BNI Vermont Team  
of Ambassadors!

# Important Links

[www.BNIVermont.com](http://www.BNIVermont.com)

[www.BNI.com](http://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](#)



## BNI Vermont

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*Changing the Way the World Does Business®*