



Givers Gain[®] Monthly

From Our Executive Director

Hello April! This is the month of Daisies, the Diamond birthstone, and Easter celebrations. And we have just experienced another incredibly successful Annual Awards Banquet, celebrating over 60 of our fellow members and the impact they have made on us! As you look back on the event, we encourage you to keep the Recognition going in your own chapter and your own life. Who can you contact this week to thank them for something they have said or done? Because Recognition is one of BNI's seven Core Values, it's important that we not lose track of the power we each hold when we take time to say "Thank You" or "Good Job", or even "You're Appreciated".

Next on the BNI docket is our annual Leadership and Supporting Leadership Team Transitions. Your Leadership Teams will be meeting in early May for the quarterly Leadership Team Roundtable where we will exchange ideas and discuss best practices for this powerful annual event. It's important that you not lose sight of our *It Takes a Village* mentality within our chapters. Your chapter will be asking for your Self-Nomination, and the nomination of others in your chapters for specific chapter roles. Be engaged, step up, and remember that the future of your business lies within the abilities of your chapter! And if you haven't done so already, mark your calendars for **Annual Chapter Team Training** on Monday and Tuesday, September 9th and 10th in South Burlington, Vermont.



With the summer months around the corner make sure to also mark your calendars for the **Annual BNI Summer Picnic** on Friday, August 16th! We enthusiastically welcome you and your family as we network with members throughout the state on the Burlington waterfront.

Happy networking!

Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: BNI's Why

Our global organization is centered around 7 Core Values: Givers Gain®, Positive Attitude, Tradition + Innovation, Lifelong Learning, Accountability, Building Relationships, and Recognition.

These Core Values are firmly entrenched in our Mission to help members increase their business through a structured, positive, and professional referral marketing program that enables them to develop long-term, meaningful relationships with quality business professionals.

I don't rattle this information at you lightly. This Mission and these Core Values are what motivated me to quit my job and BNI Membership back in 2012 to take over the Executive Director role for Vermont. I wanted to partner with something bigger than myself; something that could make a significantly larger impact on this beautiful state we call home. My experiences with my BNI chapter, and the ripple effects of those experiences since, have taught me that the way to make a difference and change our lives for the better is to create partnerships! We can and do get so wrapped up in our day-to-day lives that we lose track of the impact of strangers, and one of the ways we overcome our repetitive habits is to engage with our BNI members, our visitors, our substitutes, and all of the amazing referral connections we receive throughout our years of membership. This networking tip is meant to encourage your reflection on why BNI exists – what we are trying to create throughout 77 countries, nearly 9,000 chapters, and over 250,000 unique members. You play a pivotal role in this mission! Stay tuned to future networking tips where I will bring perspective and insight to each of BNI's seven Core Values!

- 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.

March 20: **Episode 600:** Tell Me One Thing That's Working

March 27: **Episode 601:** Why Make All The Mistakes?

April 3: **Episode 602:** Book Club for BNI

April 10: **Episode 603:** Too Busy for 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** 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.

[The One Rule to Work-Life Balance](#)

By Ivan Misner, Ph.D, BNI Founder

[The Essence of Givers Gain®](#)

By Trey McAlister, Executive Director of
BNI Northern California

[Looking Forward with the BNI Foundation](#)

[BNI Member Moments: Stories of Success](#)

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.



Jessica Hubis

Desserts

Missing Piece Bakery

Prestige BNI, Saint Albans



Alexandra Carrol

Solar

LGCY Power

Prosperity BNI, Williston



Brittany Karkut

Health & Wellness Coach

Happy Sprouts Wellness

Queen City BNI, Burlington



Steve Redmond

Relationship Marketing

Rival Brands

Shelburne BNI, Shelburne

From the BNI Team



Molly Goodyear

BNI Ambassador

BNI and Social Media: A Natural Fit

By Molly Goodyear, BNI Ambassador

Since 1985, BNI has been dedicated in helping businesses connect with each other and build networks to help build business for one another. As the world's leading referral organization and an emphasis on networking, it's not surprising that they are huge proponents of using social media.

For example, did you know that 79% of the U.S. population has at least one social media network profile?

BNI and social media are a natural fit. For example, as a BNI member, we can enjoy the opportunity to visit chapters locally, or anywhere in the world for that matter. As a BNI member on social media, we have the opportunity to connect virtually even quicker.

Here are four easy ways you can leverage your BNI membership alongside social media:

1. Events. Creating events is a great way to call attention in announcing upcoming member presentations. Events give you the ability to share the time, dates, and details of the presentation in an easy format. Sharing to your personal Facebook page may attract friends who may not even know about BNI. Another great idea is sharing your Visitor Days event.

2. Connecting With Other Chapters. BNI chapters operate by themselves with their own weekly meetings and unique member group, but there's plenty of opportunities to grow by networking with other chapters, too. We can use social media to easily make these connections. It's also important to keep in mind that another group might not have a real estate agent, for example, so the real estate agent in your BNI group may be able to find some very valuable referrals through these connections.

3. Advertising to Grow Your Chapter. Finding new members is the key to keeping your chapter fresh. After all, new members mean more knowledge and referrals to share. Staying active on social media gives you a chance to constantly attract new professionals and a platform to directly advertise if necessary.

4. Highlighting Members and Testimonials. Your members are the lifeblood of your BNI chapter. Social media provides a terrific platform to share their successes, stories, and testimonials. By highlighting how BNI has brought them success, you'll shine a great light on your chapter and help it keep growing.

BNI Vermont can be found on Facebook, Facebook Group and now on Instagram!

Take a little time over the next few days and connect with BNI Vermont, chapter members, as well as other members outside of your chapter. Not only will this expand your network, but will also help to build their network as well. It's all about Givers Gain[®], right?

About the Author

Member of Shelburne BNI

Meets Thursdays, 8:30 – 10:00 am
Trinity Episcopal Church
5171 Shelburne Road
Shelburne, VT 05482

Current Roles: Ambassador, BNI VT, Chapter Webmaster, Shelburne BNI

Past Roles: Secretary/Treasurer, Shelburne BNI

New Chapters Forming!

Bennington
Brattleboro

HINESBURG

Interest Meeting scheduled for **April 30!** Please share this event link with Hinesburg area professionals you know who would like to learn more about BNI. [Facebook Link Here](#).

Manchester

Milton

Newport

Rutland

St. Johnsbury

Stowe – *Postponing launch until summer*

Waitsfield

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

Member Success Program

The BNI Member Success Program is available online at 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.

Advanced Member Success Program

May 20, 2019 • 8:00 am – 5:00 pm

Hickok & Boardman Building, Burlington



Queen City BNI Chapter Member Success Program – what a turnout!

Calendar of Events

APRIL

- 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

Chapters in the Green - April 2019

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

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

6 Months Perfect Attendance

Dutton Smith

Homesmith Services, LLC, Middlebury BNI

Kristen Ginsburg

Vermont Custom Fitness, Middlebury 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

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

Dylan Zane

Usherwood Office Technology, The Masters BNI

John Kell

Kell & Company Real Estate, The Masters BNI

Michael Sealy

BTV Creative, Champlain Valley BNI

Anita Hoy

Fluidly Moving Body Works, Crossroads BNI

Larry Gilbert

Zoombikes, Heart of Vermont BNI

Erik Johnson

Aflac, Prestige BNI

New Members - March 2019

Richard Martin

Fusion Property Management, Prosperity BNI

Scott Lowe

A la Carte Web & IT Support, Wealth Builders BNI

Richard Nelson

Peachtree Builders, Inc, Queen City BNI

Janina Kotulich

Red Poppy Cakery, Queen City BNI

Tom Fagan

Carpenter & Costin, Middlebury BNI

Nicole Sancibrian

Osterman, Sancibrian & Burke PC, Crossroads BNI

Henry Hutson

Best In Class Moving & Storage, Champlain Connections BNI

Colleen Hobbs

Working Fields, Middelbury BNI

Lindsay Kintop

Meridian Acupuncture & Wellness Center, Wealth Builders BNI

Renewed Members - March 2019

Mike Quinlan

Clover Ridge Media, Middlebury BNI

Kristin Dearborn

Edward Jones, Heart of Vermont BNI

Dutton Smith

Homesmith Services, LLC, Middlebury BNI

Jesse Harper

Vermont Security, Heart of Vermont BNI

Katrina Dreamer

Katrina Dreamer Tutoring, Shelburne BNI

David McCluskey

McCluskey Electric, Shelburne BNI

Julie Thorpe

Spruce Mortgage, Shelburne BNI

Kate Dubenetsky

Hall Communications, Queen City BNI

Howie Michealson

Sun Catcher LLC, Heart of Vermont BNI

Elizabeth Davidson

Clear Connection Chiropractic, Queen City BNI

Elizabeth McCaslin

Century 21 Jack Associates, Queen City BNI

Rich Jones

State Farm Insurance, Crossroads BNI

Charles Goodman

Goodman Construction, Inc., Crossroads BNI

Jennifer Etheridge

Integrative Acupuncture, 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®