



Givers Gain[®] Monthly

From Our Executive Director

All things seem possible in May! Summer is around the corner and we're all coming out of cold-weather hibernation into the full potential of Vermont's warmer months. We've learned over the years that this is a month of transition for our fellow BNI members, and therefore our chapters, because we are all gearing up for the mad dash of summer vacations, an increase in business, and balancing our relationships and commitments to our Referral Partners. Yes, balance, results, and success are possible! Lean on your fellow members to help you through your transitions and you'll see amazing results!

This time of year BNI's largest transformation is the annual Leadership Team Transition, which begins in June when we share our insights about who we see being the best fit to oversee our referral group in the 2019-2020 term as our President, Vice President, and Secretary/Treasurer, along with their selected Supporting Leadership Team. To say that this annual passage is important is a ridiculous understatement! We've seen the amount of referrals and money generated swing drastically based on who sits at your head table from year to year. When you think about the future of your business, and the referrals you will benefit from, consider who you want leading that progress over the next year. 100% member participation in chapter roles is an absolute must when it comes to chapter success. Be the leader that you are and help take your business and your fellow member's businesses to greater heights when the annual transition comes your way!



Summer always seems to fly, so mark your calendars now for our **Annual BNI Vermont Summer Picnic** scheduled for **Friday, July 19th** from **4:30 pm to dark** on the Burlington Waterfront, as well as **Annual Chapter Team Training: Monday and Tuesday, September 9th and 10th**. Check out the BNIVermont.com Calendar for full details, and we'll see you there.

Happy networking!

Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: What is Givers Gain®?

Givers Gain® - it's a term we throw around in BNI regularly. When things get used over and over, they can lose their meaning and the impact can be minimized. **Givers Gain®** is truly BNI's most important Core Value. It is at the heart of everything from the work ethic in BNI's International Offices, to our individual chapters throughout 9,000 communities worldwide. Today's networking tip brings our philosophy to light in a new way – to reflect on its impact not just in our BNI membership, but in our lives; because networking happens everywhere! Karma, The Law of Reciprocity, Givers Gain® - these concepts are not something new and vogue. We learned long ago that what we do and say intercepts everything else we come in contact with. Our relationship with our significant others and children are built, layer upon layer, by our awareness of what goes around, comes around. Our relationships with our coworkers, employers, vendors, and referral partners are the same. It's our individual commitment to giving, over and over again, that results in success for everyone around us. Because it is true that “we are like the top 5 people we surround ourselves with” it means that whoever you build up around you will, in turn, build you up, but the true to key to Givers Gain® is really about giving without the expectation of receiving. When your expectations are to get back when you give, you set yourself up for disappointment by laying out how the world should respond to your actions. Givers Gain® truly works in unexpected and incredible ways when you keep your thoughts and options open.

So, how are you giving?

- 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.

April 17: **Episode 604:** BNI Connect - Worldwide Referrals

April 24: **Episode 605:** Givers Gain Is a Standard, Not a Sword (Classic Podcast)

May 1: **Episode 606:** Meeting at a Different Time to Get More Visitors (Ask Ivan)

May 8: **Episode 607:** Learning How to Say No

May 15: **Episode 608:** Little Company, Big Vision

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.

[CEO Corner: The Official 2019 Connect 5 Video Release](#)

By Graham Weihmiller, BNI CEO

[Little Company - Big Vision](#)

By Ivan Misner, Ph.D, BNI Founder

[2019 BNI Video Contest is Now Open](#)

[5 Reasons We Meet Weekly](#)

By Ivan Misner, Ph.D, BNI Founder

[A Dedication to Cause Networking](#)

By David Kauffman, Vice Chair, BNI Foundation

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.



Kristen Mills

Residential Real Estate

Keller Williams Vermont

Wealth Builders BNI, South Burlington



Ellen Gurwitz

Professional Organizer

De-clutter Me!

Champlain Connections BNI, Burlington



Johannes Zeigler

Renovations - Remodeling

JZ Carpentry, LLC

Champlain Valley BNI, South Burlington



Diane Maurice-Brault

Cosmetics - Skin Care

Vermont Lavender, LLC

Crossroads BNI, Berlin

From the BNI Team



Rick Gomez

One Million Dollar
Membership Milestone

How can you afford NOT to be part of this?

By Rick Gomez, BNI Member

When I first visited a chapter just over ten years ago, I had never heard of BNI, but was intrigued, so I went with a builder/remodeler I had been working with for a couple of years. I instantly saw the value and put my application in right then.

One of the other members told me that he was so certain that I would get my money back, “if I did not get enough business to pay for the membership that he would personally pay it for me.”

Of course, being an electrician, which is simply one of the easiest professions to give a referral to, he was making a very safe bet there. And he introduced me to one client that has given me an average of \$15,000 a year in business since.

This year marks two major milestones for me and BNI: first, my ten year anniversary, and second, last year I exceeded \$1,000,000 in closed business over those ten years. It was not huge instantly though, it took a lot of work, one to one’s, CEU’s, etc., but in my second year, I fired the yellow pages when my BNI TYFCB exceeded 30% of my gross revenue.

This last year, BNI was responsible for 50% of my volume, and my current 12 month running total has been over \$200,000 for two years. I now have three full time employees and three trucks on the road.

When I first joined, I was somewhere around 80% billable, and BNI has ensured that we stay over 110% billable, and have not had a downturn in several years, year round. And it does not stop with my awesome chapter either. I do business cross chapter all the time.

Besides volume of referrals, the thing I like best is the QUALITY of the referrals. The clients are nicer, they pay faster, and are quick to refer us to others. Giver’s Gain is REAL people! It is like a Swiss army knife of business cards in my pocket. I feel great when I can refer someone to one of my clients, especially those new to the area. By helping them out, not only does the referral get business, but I gain yet another resource for even more work.

The one thing that disturbs me is the turnover, people that leave before they realize the gains that they have coming. It is certainly not instant, nor easy, but definitely worth the effort. On the flip side, there are those that get “too busy” and stop BNI rather than utilize it and the resources built in to grow their business.

Where else can you get a banker, lawyer, Realtor, financial advisor, and accountant all in one room every week at your disposal?

From the sign guy that does my trucks, to the image consultant that keeps me looking sharp, I only have to look within my group for almost everything I need.

About the Author

Member of Wealth Builders BNI

Meets Wednesdays, 8:30 – 10:00 am

Comfort Suites

1712 Shelburne Road

South Burlington

Past Role: Visitor Host, Wealth Builders BNI

BNI Events

New Chapters Forming!

Bennington

Brattleboro

Hinesburg – *Postponing launch until summer*

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

New Member Skills Workshop

May 21, 2019 • 4:00 – 6:00 pm

Comfort Suites, Shelburne Road

Integrity BNI Member Success Program

May 28, 2019 • 10:00 am – 1:00 pm

Holiday Inn, Williston Road, Burlington

Prosperity BNI Member Success Program

June 6, 2019 •

Holiday Inn, Williston Road, Burlington

Crossroads BNI Member Success Program

July 25, 2019 •

Holiday Inn, Williston Road, Burlington

New Member Skills Workshop

July 29, 2019 •

Holiday Inn, Williston Road, Burlington

Calendar of Events

MAY

- 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
- 5/21 **New Member Skills Workshop**
4:00 – 6:00 pm, Fee: FREE to members
- 5/28 **Integrity BNI Member Success Program**
10:00 – 1:00 pm, Fee: FREE to members
- 5/30 **The Business Experience Series:
The Art of Referrals**
3:00 – 5:00 pm, Fee: \$20 for members,
\$30 for non-members

JUNE

- 6/6 **Prosperity BNI Member Success Program**
11:30 am – 2:30 pm, Fee: FREE to members
- 6/18 **Membership Committee Mid-Term Training**
3:00 – 6:00 pm, Fee: \$30 for members
- 6/27 **The Business Experience Series:
Cashing in on One-to-Ones**
3:00 – 5:00 pm, Fee: \$20 for members,
\$30 for non-members

JULY

- 7/19 **Seventh Annual BNI Vermont Summer Picnic**
4:30 pm – Dark, Fee: FREE
Oakledge Park, Lower Pavilion
End of Flynn Avenue in Burlington
- 7/25 **Crossroads BNI Member Success Program**
10:00 am – 1:00 pm. Fee: FREE to members
- 7/29 **New Member Skills Workshop**
4:00 – 6:00 pm, Fee: FREE to members

AUGUST

- 8/26 **BNI Vermont Leadership Team Roundtable**
2:00 – 6:00 pm, Fee: FREE
Richmond Free Library

[Register for Events](#)



May 2019 Leadership Team Roundtable Meeting.



The BNI Vermont Team is excited to announce a \$1,288 donation to the BNI Foundation thanks to several generous donations from our members and those who participated in our Awards Banquet silent auction.

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Michael Hughart

Kinney Insurance, Integrity BNI

Mollie Lannen

C.W. Print & Design, Queen City BNI

6 Months Perfect Attendance

Dutton Smith

Homesmith Services, LLC, Middlebury BNI

Allison Bogan

Precision Chiropractic, Shelburne 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 Technologies, LLC, Shelburne BNI

Travis Spencer

Kinney Insurance, Champlain Valley BNI

Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury BNI

Elizabeth Davidson

Clear Connection Chiropractic, Queen City BNI

John Kell

Kell & Company Real Estate, The Masters BNI

Michael Sealy

BTV Creative, Champlain Valley BNI

Larry Gilbert

Zoombikes, Heart of Vermont BNI

Erik Johnson

Aflac, Prestige BNI

Peter Cassels-Brown

Mountain Energy Design, Wealth Builders BNI

PJ Pfeifenberger

New York Life Insurance Co., Wealth Builders BNI

Rick Gomez

RVG Electrical Services LLC, Wealth Builders BNI

Tanner Hubis

Primerica, Prestige BNI

Cara Cunningham

Quick Advantage Bookkeeping & Payroll LLC,
Wealth Builders BNI

Heather Belanger

Lacillade's Home Design Center, Queen City BNI

Caroline S. Earle

Law Office of Caroline S. Earle, PLC, Crossroads BNI

New Members - April 2019

Lindsay Kintop

Meridian Acupuncture & Wellness Center, Wealth Builders BNI

Liesje Smith

Liesje Smith - Certified Rolfer, Prosperity BNI

Sarah Thompson

Clean Slate, Shelburne BNI

Rachel Rondeau

Future Fit, Prosperity BNI

Lauren Rumpler

Cellular Sales DBA Verizon, Wealth Builder BNI

Jodi Lawich

The Write Stuff VT, Queen City BNI

Celeste Hartwell

Divine Feminine Leaders, Queen City BNI

Heidi Lauren Duke

HIGHLAND LODGE, Heart of Vermont BNI

Renewed Members - April 2019

Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury BNI

Donald Dempsey

Dempsey Investment Management, The Masters BNI

Robert Caneco

Robert A. Caneco, R.A., Champlain Valley BNI

Nicholas Martin

City of Burlington, Champlain Connections BNI

Mesa Tuco

Horizons Home Renovation, Prosperity BNI

Jared Miller

Yellow Dog Contracting, Champlain Connections 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®