



Givers Gain[®] Monthly

From Our Executive Director

Happy June, BNI Vermont Professionals! The threat of snow is a thing of the past, our Green Mountain State is fully green, and we are enjoying the warmer days to the fullest!

June is a very active time for us because we start our Leadership and Supporting Leadership Team transitions. By the end of June your 2019-2020 Leadership Team will be confirmed (President, Vice President, and Secretary/Treasurer), and by mid-July your Supporting Leadership Team will be confirmed! This annual process shows the true power of our chapters as cohesive teams. When we recognize the opportunities we can create for one another by all taking responsibility for a piece of what makes our chapter run, all of our businesses benefit from an increased unity, greater trust, and therefore more referrals! If you haven't done so already, raise your hand for one of your 2019-2020 chapter roles. Show your Positive Attitude, your drive for Lifelong Learning, and most importantly, Givers Gain[®]!

The summer also means that the Annual BNI Summer Picnic is just around the corner! This year's BNI mixer is set for **Friday, July 19th** from 4:30 pm to dark at the Lower Pavilion at Oakledge Park on the Burlington Waterfront. If this is your first time joining us for this huge mixer, be sure to bring a pot-luck item to share and BYOB (IMPORTANT – no glass is allowed in the park). Also, we encourage that you bring your family, dogs on leashes, and your lawn games! There's also swimming and volley ball courts nearby! Please

register [HERE](#) so that we know how many folks to expect. BNI Vermont will supply hot dogs, hamburgers, veggie burgers, plates, napkins, silverware, and bottled water. Thank you for years of this event being such a great cross-chapter networking event and we'll see you then.

Happy networking!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Positive Attitude and its Connection to Referral Generation

Positive Attitude makes up one of seven Core Values within BNI. It may seem obvious why we would encourage our members to bring a Positive Attitude to their membership, but it's important to touch on how this powerful Core Value can result in more referrals for members who use it regularly. BNI is an oddity in the business world – a place where professionals build personal and business relationships side-by-side. In the dichotomy between personal care for one another and the goal to build one another's businesses, we sometimes lose sight of the necessity to stay professional. We know that our Referral Partners care about us, so when we have a tough time with something or someone, we share (or air) our difficulties. Doing this from time to time isn't the issue. The concern is for those of us who are constantly sharing our frustrations with our Referral Partners. When we lean too heavily on the 'friendship' side of our membership, and we overuse the "airing of our grievances", our fellow members become Friends instead of Referral Partners and referral generation comes to a grinding halt. **Positive Attitude** is about recognizing the opportunity in even the difficult situations in life and business. A flat tire may result in missing a meeting, but it's also forcing you to slow down and address the needs of one of your most important assets – your vehicle. An angry client might make you feel frustrated, but it's also an opportunity to hone your mediation and communication skills to alleviate that client's discontentment. How are you bringing **Positive Attitude** forward to build your referral relationships? When your Referral Partners see you as someone who is focused on opportunity and solutions, watch the trust build and the referrals increase!

- 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.

May 22: [Episode 609](#): Do Non-Profits Work in BNI?

May 29: [Episode 610](#): Amplifying Results Using a Lens

June 5: [Episode 611](#): Your Business Has a Referral Confidence Curve

June 12: [Episode 612](#): Innovation vs. Repetition

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.

CEO Corner: A New Milestone (9,000 Reasons to Celebrate)

By Graham Weihmiller, BNI CEO

Manage the Status Quo or Lead the Disruption

By Ivan Misner, Ph.D, BNI Founder

Member Moments

Hit Reset on Fatigue

By BNI Staff

Accelerating our Momentum

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

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.



Jennifer Etheridge

Acupuncture

Integrative Acupuncture

Heart of Vermont BNI, Montpelier



Brian Miller

Consulting

Brian H Miller Conflict Consulting

Integrity BNI, Essex



Matt Horne

Physical Therapist

Wells Physical Therapy Services

Middlebury BNI, Middlebury



Tanner Hubis

Legal Services Plans

Primerica

Prestige BNI, St. Albans



The Ugly American

By Richard Fox, BNI Director Consultant

I recently traveled overseas and had occasion to re-acquaint myself with the phenomenon known as “The Ugly American”. For those of you unfamiliar with this, it is where an American tourist fulfills every negative stereotype others hold about Americans: Loud, ignorant, inappropriately dressed, profane, disrespectful... you get the idea.

Richard Fox

BNI Director
Consultant

I first ran into this on the train from the airport into Hamburg, Germany. On a train full of locals as well as some visitors trying hard to blend in (myself included), a man from California proceeded to conduct a loud cell phone call. With periodic explosions of profanity and the occasional “You know it, guy!”, he drew an immense amount of attention to himself – negative attention, that is. Hard glares and eye rolls surrounded him, but he was oblivious. After completing his call, the “Ugly American” tried to figure out the train map, to no avail. “Hey, any of you speak English?” he blurted out, but no one said a word or offered assistance – not even me, a fellow American. And yet scarcely five minutes earlier the two women sitting across from me had kindly spoken to me in clear English as they asked me where I was from.

I ran into it again about a week later on a sidewalk in Berlin, Germany. This time a gaggle of American high school students and their parent-chaperones were trying to plan their afternoon activities. There were loud cries to go to the local mall or back to the hotel – and these were from the parents! Others in the group snickered as the local population struggled to move past them on the narrow sidewalk with a polite “Entschuldigung, bitte.” “Geez, why can’t they just ask nicely if they want to get by?” muttered one girl, ignorant that the “Excuse me, please” offered by the Berliners was just that.

There is a tendency among many of us to wonder why we are not getting the results we want from BNI, and yet we never evaluate our efforts from the outside. Rather, we insist that our way of communicating and our way of explaining our business is the ONLY way, and so any lack of success must be due to the incompetence of others. We stick with what we know, never examining how others perceive us and whether our efforts to communicate are the right efforts for the individual or group.

By insisting that others meet us on our terms, we are missing an opportunity to not only better connect with our colleagues, but we are failing to embrace the role of being a life-long learner. Much like trying to speak the local language or follow local customs, learning how your colleagues accept information and create referrals can make a huge difference in whether you are successful in BNI. By learning more about our colleagues and how they think and perceive us and our industries, we are working to meet them where they are, instead of insisting that they conform to what we know and understand.

To ensure a greater likelihood of success in your BNI membership, take an honest look at your Chapter and see if you are speaking its language and meeting its cultural norms. If not, you may wish to consider some changes: Break your weekly presentations into smaller bites for easier comprehension, try some analogies to other known industries and business to help connect with your members, explain what you do without using any industry-specific terms or acronyms, or simply ask for help without any pretense. Even making an unsuccessful effort to speak the language of our colleagues can be successful – it often is more about the effort and not the outcome.

About the Author

Member of Champlain Connections BNI

Meets Fridays, 7:30 – 9:00 am

Main Street Landing “The Great Room”, 60 Lake Street, Burlington

Current Role: Director Consultant, BNI VT, Membership Committee, Champlain Connections BNI

Past Roles: Vice President, Education Coordinator, Growth Coordinator, Champlain Connections BNI, Ambassador, BNI VT

Events

New Chapters Forming!

Bennington

Brattleboro – INTREST MEETING

Thursday, June 27, 2019 · 9:00 – 11:00 am

Know anyone in the area? Send them over!

Hinesburg

Milton

Newport

Rutland

St. Johnsbury

Stowe

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.

Crossroads BNI Member Success Program

July 25, 2019

Central Vermont Chamber of Commerce, Berlin

New Member Skills Workshop

July 29, 2019

Holiday Inn, Williston Road, Burlington

Calendar of Events

JUNE

- 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

- 8/15 **BNI Vermont Business Plan Workshop
(Incoming Leadership Team Only)**
1:00 – 4:00 pm, Fee: FREE
- 8/26 **BNI Vermont Leadership Team Roundtable**
2:00 – 6:00 pm, Fee: FREE
Richmond Free Library

[Register for Events](#)

Member Recognition

Welcome To Our New Ambassadors!



Brian Miller
Integrity BNI



Mickey Wiles
Champlain Connections BNI



Steve Hartmann
Integrity BNI



Susan Lackey
Wealth Builders BNI

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

Claudia Pringles

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

6 Months Perfect Attendance

Dutton Smith

Homesmith Services, LLC, Middlebury BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

Timothy King

Timothy King Attorney at Law, Middlebury BNI

Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury BNI

Elizabeth Davidson

Clear Connection Chiropractic, Queen City BNI

Larry Gilbert

Zoombikes, Heart of Vermont BNI

Erik Johnson

Aflac, Prestige 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

Diane Maurice-Brault

Vermont Lavender, LLC, Crossroads BNI

Seth Gifford

Gifford Construction, Shelburne BNI

Aaron Barton

Extensity Creative, Champlain Connections BNI

New Members - May 2019

Shawn Corrow

Cold Hollow Photography, Prestige BNI

Andrew Cate

Andrew Cate Photography, Queen City BNI

Lance Gartner

RotoRooter, Queen City BNI

Steve Schlupner

One Day in July, Queen City BNI

Terry Magnan

Country Boy Classics, Prestige BNI

Elaine Nester

Peoples Trust Company, The Masters BNI

Lance Garrett

Garrett's Properties, LLC, Integrity BNI

Gina Buchanan

Buchanan Virtual Office LLC, The Masters BNI

New Members - May 2019 (cont.)

Melanie Severo

Sun & Moon Acupuncture and Wellness, Shelburne BNI

David LaDuke

Jack of Most Trades Dave, The Masters BNI

Alex Duval

Wendell's Furniture, The Masters BNI

Deborah Phillips

The World, Heart of Vermont BNI

Renewed Members - May 2019

Austin Casey

Stanley Steemer, The Masters BNI

Phillip Stevens

802 Green Mountain Bookkeeping, Crossroads BNI

Susan Lackey

Perfect Image Fashions, Wealth Builders BNI

John Kelliher

NRC East Environmental Services, Wealth Builders BNI

Blair Knowles

Knowles Group, KW Vermont, Prosperity BNI

Jeffrey Harton

Harton Associates, Integrity BNI

Shannon Bushey

Digital DJ, Wealth Builders BNI

Heather Belanger

Lacillade's Home Design Center, Queen City BNI

Ingrid Serafini

Spruce Mortgage, Integrity 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®