



Givers Gain[®] Monthly

From Our Executive Director

Welcome to July, Vermont! We are launching into summer with warm days and business buzzing, and BNI Vermont is here to support your summer successes as we are already halfway through 2019!

As you all know, we are right in the middle of our Leadership Team Transitions. Your 2019-2020 President, Vice President, and Secretary/Treasurer have been confirmed and they are already working to put together their Supporting roles. The impact of these decisions on your business in the next 12 months is profound and you are encouraged to reach out to your current Leadership Team with your insights about these decisions. The month of August will be focused around creating your chapter's business plan through a region-wide Business Plan Workshop on August 15th, and September will be about coaching each of you on the roles that you are coming into, returning to, or staying in. The amount of passion, expertise, and time that goes into these transition activities is incredible, and we look forward to all 250 of you being in attendance on September 9th and 10th. Don't hesitate to go to the Event Calendar at BNIVermont.com to get all of the details about these annual events.

On top of Leadership Team Transition, we are also encouraging networking in and beyond your BNI chapter! This Friday the 19th is our annual BNI Summer Picnic - one of those rare occasions to network with members from across the state in a casual setting. There are also a few chapters with plans in the works for cross-chapter mixers. Keep your eyes peeled for invites from your nearby chapters and make sure to take advantage of the good weather and business opportunities that come with getting out and networking.

Take the time to roll the windows down, enjoy the weather, and consider all of the thoughts and actions keeping you active. Lean on your Director Consultant and fellow members to get the support and coaching you need to succeed in BNI, and I'll see you in August!

Happy networking!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Building Relationships – The Bedrock of BNI

Building Relationships is one of the seven Core Values that make up BNI because it is integral to the referral process. Our ability to refer another professional is based on developed trust and knowledge. Our aptitude in building that trust and knowledge is firmly based on how much time we spend with one another and what we do with that time together. Building Relationships is about developing and maintaining contacts in a way that is mutually beneficial for everyone involved. So in BNI, what actions do we use to strengthen and evolve our relationships? **First**, we are involved in our Weekly BNI meetings. We arrive early as a way to say “hey, I care and I’m reliable!” We pay attention during the meeting, actively seeking out ways to learn and generate referrals for our partners. And we follow up on referrals given, past and future One-to-Ones, and referrals received. **Second**, we are organized and intentional with our One-to-One meetings. We plan them in advance; we prepare for each meeting with documentation and goals; we arrive on early (or at least on time); we share our goals with our One-to-One partners; and we follow up on the results from each meeting. And **Third**, we recognize the balance of personal and professional within our chapter, working to make sure that we’re not “All fun and no business” or “All business and no fun”. Building Relationships is an art that constantly ebbs and flows, and as Networking Professionals, we recognize the flexibility necessary to give and take with our Referral Partners. When we accomplish all of this we are able to **Learn** with one another, **Laugh** with one another, and **Grow** with one another!

- 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.

June 19: [Episode 613](#): The Value of Visitors (Classic)

June 26: [Episode 614](#): Soft Skills Make Strong Networks

July 3: [Episode 615](#): Ivan’s Inner Circle

July 10: [Episode 616](#): Cross-Chapter TYFCB

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.

Soft Skills Make Strong Networks

By Ivan Misner, Ph.D, BNI Founder

Member Moments

The G.A.I.N.S Approach

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.



Travis Jones

Computer Services

Trav Does Tech

Queen City BNI, Burlington



Julieta Rushford Santiago

Chiropractor

Rushford Family Chiropractic

Prosperity BNI, Williston

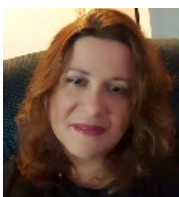


Ben Raphael

Custom Furniture

Wooden Hammer

Shelburne BNI, Shelburne



Gina Buchanan

Virtual Assistant

Buchanan Virtual Office LLC

The Masters BNI, Colchester

From the BNI Team



Heather Belanger

BNI Chapter Launch
Director

Goals? Tell People

*By Heather Belanger,
BNI Chapter Launch Director*

As a business owner, like myself, or valued employee, I'm sure you set goals annually. You've probably immersed yourself in hours of educational experiences' around goal setting; workshops, podcast's, etc. Maybe you S.M.A.R.T. them out or have a strategic business plan. Maybe you're less formal about it. No matter the nature of the goals, or the formality of the setting methods, as business owners we know goals are important for the growth of our businesses (personal growth) and the motivation and retention of employees.

In BNI it's no different. Goals and succeeding or failing to reach them is how we evaluate not only our individual memberships but also our chapter's performance. As members we set goals about how many referrals we want to receive to consider our membership successful and our chapters write business plans to direct the efforts of leadership and supporting leadership.

So, as we round the half way mark of 2019, how are you doing at achieving your goals? Are you half way there? If not, maybe this secret goal setting step will help. In all the hours I've dedicated to sharpening my goal setting skills I've only ever heard this mentioned once, **TELL PEOPLE**. Tell everyone what your goals are whether they are directly connected to them or not. Don't only tell your employees or your inner circle, tell everyone. The more people you tell, the more visibility you create around your goals, making you more likely to achieve them. You never know who might have that connection you need to accelerate progress toward achieving your goals.

So how do you do this with respect to the goals you set around your BNI membership? I suggest you start by building awareness among your clients and vendors that you are a part of this organization by weaving it into all of the touch points of your business. Do you have an office or physical space where you interact with your clients? Do you display your members' business cards in a promenade place? Do you have your 'ask me about BNI' table tent out and wear your lapel pin. Do you have a website, use email, or have an email marketing campaign? Copywriter and owner of The Write Stuff VT, Jodi Lawaich, shares these simple taglines you can add to your digital communications to build awareness about your involvement with BNI: Connecting you with a trusted referral network, Ask me about trusted referrals, or Trusted referrals start here. Hyperlink the tagline to your BNI chapter's website and ask your clients if they'd like an introduction to any of the professionals in your trusted business network. On social media? BNI Vermont's Social Media Coordinator and Owner of 802 Social, Molly Goodyear, shares the following hashtags to build awareness about the power of your BNI membership when posting: #bnireferralsatwork, #bnireferralsource, and #bnireferralsinmotion.

Implementing these simple things into your business will help not only you, but also your chapter achieve their goals over the next six months. BNI Starts Now!

About the Author

Member of Queen City BNI

Meets Wednesdays, 11:30 am – 1:00 pm

Main Street Landing "The Great Room", 60 Lake Street, Burlington

Current Role: BNI VT Chapter Launch Director

Past Roles: President, Education Coordinator, Membership Committee,
Queen City BNI, Ambassador, BNI VT

Events

New Chapters Forming!

Bennington

Brattleboro – Tentative Interest Meeting

Know anyone in the area who's interested? Have them contact Heather for more information!

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 you 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

New Member Skills Workshop

September 30, 2019

Holiday Inn, Williston Road, Burlington

Advanced Member Success Program

November 11, 2019

Holiday Inn, Williston Road, Burlington

New Member Skills Workshop

November 25, 2019

Holiday Inn, Williston Road, Burlington

Calendar of Events

JULY

- 7/19** **Seventh Annual BNI Vermont Summer Picnic**
4:30 pm – Dark, Fee: Parking
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
- 7/25** **The Business Experience: Power Teams**
3:00 – 5:00 pm, Fee: \$20 for members,
\$30 for non-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
- 8/29** **The Business Experience: What do you do?**
3:00 – 5:00 pm, Fee: \$20 for members,
\$30 for non-members

SEPTEMBER

- 9/9** **CHAPTER TEAM TRAINING**
All members must attend a course
- 9/10** **CHAPTER TEAM TRAINING**
All members must attend a course
- 9/26** **The Business Experience:
Train the Trainer Level 1**
3:00 – 5:00 pm, Fee: \$20 for members,
\$30 for non-members
- 9/30** **New Member Skills Workshop**
4:00 – 6:00 pm, Free for members

[**Register for Events**](#)

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

Timothy King

Timothy King Attorney at Law, Middlebury BNI

Larry Gilbert

Zoombikes, Heart of Vermont BNI

Erik Johnson

Aflac, Prestige BNI

Tanner Hubis

Primerica, Prestige BNI

Seth Gifford

Gifford Construction, Shelburne BNI

Aaron Barton

Extensity Creative, Champlain Connections BNI

Beth Martell

Beth Martell Coaching, Shelburne BNI

Ingrid Serafini

Spruce Mortgage, Integrity BNI

Mike Quinlan

Clover Ridge Media, Middlebury BNI

Mike Dever

Acorn Painting, Middlebury BNI

New Members - June 2019

Hobart Popick

Langrock Sperry & Wool, LLP, Shelburne BNI

Julie Goodall

Genesis Consulting, Shelburne BNI

Joshua Piascik

Sherwin Williams, Shelburne BNI

Gary Strait

Label Quest, Shelburne BNI

Samuel Barnhart

Tight Lines Painting, Wealth Builders BNI

Marcus Becherer

Green Legacy Builders, Heart of Vermont BNI

Caroline Matte

Freelance Graphic Design, Champlain Connections BNI

Kevin Pounds

ANEW Place, Champlain Connections BNI

Mary Whitcomb

Vermont College Placement Services LLC,
Champlain Connections BNI

Kassidee O'Neil

Lila Mae LLC, The Masters BNI

Justin Bunnell

RetroMotion Creative, Shelburne BNI

New Members - June 2019 (cont.)

Corey Irish

iBHS LLC, The Masters BNI

DonnCherie McKenzie

McKenzie Business Services, LLC Prosperity BNI

Jeremy Baldwin

Jeremy Baldwin Photography, Shelburne BNI

Renewed Members - June 2019

Chris Duncan

Sunrun/LGCY Power, Crossroads BNI

Aaron Scrowcroft

Pioneer SBC, The Masters BNI

Jason Marko

Drs. Marko Family Chiropractors, The Masters BNI

Nicholas Martin

City of Burlington, Champlain Connections BNI

Brian Miller

Brian H Miller Conflict Consulting, Integrity BNI

Adam Ashe

Ashe Insurance, Champlain Connectiosn BNI

Amber Thibeault

Ward and Babb, Wealth Builders BNI

John Jacob

Lendio of Northern Vermont, Wealth Builders BNI

Michael Languasco

Movement Mortgage, Champlain Valley BNI

Tilyr Dunklow

Summit Chiropractic Center, Champlain Connections BNI

Nicole Tatro

Elite Health and Wellness, Champlain Valley BNI

Michael Johnston

Coldwell Banker Hickok and Boardman, Middlebury BNI

Michael Psaros

DominionTech Computer Services, Wealth Builders 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®