



Givers Gain[®] Monthly

From Our Executive Director

Welcome to August! This means we are finishing up warm vacations, prep for our children to head back into school, and spending most dinners eating out of our or our neighbor's gardens. For BNI, this time of productivity is put to good use by coming together for annual Chapter Team Training, thereby launching our businesses into higher orbit through our Referral Partnerships.

2019 marks our fifth year bringing business plans to BNI Vermont chapters as part of our annual Leadership Team Transition! Over these five years we've seen the average membership in Vermont go from \$25,000 to \$38,000 per member per year, and we know that is big part to the vision and direction gained by your President, Vice President, and Secretary/Treasurer through business planning (because "a goal without a plan is just a wish"). And two years ago we encouraged chapters to open their monthly Leadership Team Meetings to all members, especially Coordinators, which has taken the amount of productivity and team mentality up to a much higher level. It's like our Founder Dr. Ivan Misner says:

If all the people in an organization row in the same direction, that organization can dominate any industry, in any market, against any competition, at any time.

If that doesn't describe what you are all accomplishing in your BNI Vermont chapters, I don't know what does!

The BNI Vermont Regional Office is also gearing up for the Drive For Five Membership Drive to close out our 2019 calendar year! Every year we've seen a dip in individual member results for the first quarter of the new term, and as a means to head that off, we are putting the final touches on a region-wide competition to encourage participation and growth for all members! We intend to launch this drive September first, so stay tuned for more details!

Happy networking!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Lifelong Learning and the Quest for Knowledge

“If a man empties his purse into his head, no man can take it away from him. An investment in knowledge always pays the best interest.”

– Benjamin Franklin

It's no wonder that **Lifelong Learning** is a Core Value of BNI. This organization and its members have worked to create an environment that engages and encourages the development of each and every single one of us. When you look at those of us in BNI, we are made up of a diverse collection of life experiences. And yet, we all hold one thing in common – we're coming together to help move ourselves forward; forward in finances, in relationships, in opportunities, and more! A large part of that momentum is generated by new ideas and perspectives, which is why learning plays such a huge and valuable role in our memberships. When we remain static in our skills and knowledge, the ultimate result is stagnancy. The backbone of our BNI chapters, our Membership Committee, is looking for this Core Value in every New Member Interview and every Renewal – making sure that together, your chapter is a collection of curious and engaged professionals so that we all succeed! Today, we want you to reflect on your opinion of learning. Is Lifelong Learning a part of your self-identity? Do you have a regular practice of unearthing new information? Being as diverse as we are, it's important to recognize that we all take in information differently, whether from books or newsletters, podcasts or mentoring relationships. And if you're looking for some ideas or support to find a way to get Lifelong Learning into your life, that's as simple as an email to your Director Consultant!

- 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.

July 17: **Episode 617:** You've Given a Referral, Now What?

July 24: **Episode 618:** Talk to the Wallflowers

July 31: **Episode 619:** Be a Dog with a Bone (Classic)

August 7: **Episode 620:** Adding More Fun to
Education Moments

August 14: **Episode 621:** Doing an Annual Marketing Plan

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.

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 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: Pride in BNI

By Graham Weihmiller, CEO BNI

Look for the Wallflowers

By Ivan Misner, Ph.D, BNI Founder

Set Goals. Be Vocal.

By Heather Belanger, Member, Queen City BNI
Burlington, Vermont

Curing the “Hustle” of Image Management

By Virginia Green, PhD, MBA, Member, BNI Pipeline,
Redondo Beach, CA

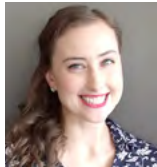
Member Moments

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.



Susan Lackey
Image Consulting
Perfect Image Fashions
Wealth Builders BNI, S. Burlington



Christine Golden
Business Advisor
Golden Consulting LLC
Champlain Connections BNI, Burlington



Michael Languasco
Residential Mortgages
Movement Mortgage
Champlain Valley BNI, S. Burlington



Jason Decoteau
Medicare/Medicaid Insurance
Bankers Life and Colonial Penn
Crossroads BNI, Barre



Larry Gilbert
Sporting Goods
Zoombikes
Heart of Vermont BNI, Montpelier

From the BNI Team



Shawn Zwick

BNI Ambassador

Revolutions of the Counterculture

By Shawn Zwick, BNI Ambassador

Good Morning BNI! There's a reason that all of our meetings start with the president welcoming us into yet another BNI day. It's because there's new pages to be turned, knowledge to be shared, friends to be had and of course, money to be made; and isn't that the reason that we all joined!?! When I joined BNI, what I really needed was a collection of people that I could rely on to send my customers to when they needed more help than I could offer. Reliable companies that I could suggest for Plumbing, Electrical, Painting and Construction work. My goal was to set up a network.

When I first joined Queen City BNI, I was greeted whole heartedly into a group of professionals who were above and beyond my expectations for a networking group. With every week that I attend a new meeting, I dive deeper and deeper into the lives of my fellow members. Some professional, some personal, all a part of business. As an ancient of sales, I've come to realize that you're never selling a product, you're selling yourself. How you are, who you are and ultimately, how that translates into your business. To me, that seems like a sales pitch that needs to take place in person, and if I'm honest about what I love about BNI meetings, it's that the pocket sized access to the world of information technology stops at the door.

The heart of a BNI meeting is that you are having a true HUMAN interaction with other people. You are put in an environment that forces you to look at the person across from you, to shake hands and give hugs. To listen with an ear unclouded by the white noise of our daily lives. To dig deep into other people's businesses and eventually other people's lives. This is the front line of the fight against the overwhelming forces of technology completely invading our lives. This is where the calls, the texts, the emails, the likes, and status updates hit a wall. This is BNI, and I'm sorry to say, you're not phoning this one in.

So this is a call (pun intended) to all of my fellow BNI members. To the people that show up every week and put down their phones. For those of you that show up early, and stay late. For the people that sit down in their car to return the 15 texts from your partner and employees after BNI. As much as you have business to attend to, as much as this order needs to be placed, as much as your mind is painfully rummaging through your to-do list for the day, it'll all be there, waiting for you. Be at BNI. Be present. Make good honest connections with people and remember: The nature of a face-to-face, true human interaction is no longer the world's culture, it's the counterculture.

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 Roles: BNI VT Ambassador, Visitor Host, Queen City BNI

New Chapters Forming!

Bennington
Brattleboro
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.

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

Opportunity to Meet Ivan Misner

Dear BNI Vermont,

I'd like to formally invite you to the 30th Anniversary Banquet in Hartford on September 5th; Dr. Misner will be the keynote speaker for the event.

If you are interested in attending (because of Dr. Misner) please click here to [REGISTER](#).

Yes, we will be celebrating our 30th Anniversary, but Ivan will be speaking for 60-90 minutes, which is always a treat in person.

Regards,

Rich

Richard Stroiney | Executive Director
Western New England (CT & W. MA)

Calendar of Events

AUGUST

- 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, \$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, \$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!

[Mollie Lannen](#)

C.W. Print & Design, Queen City BNI

Chapters In The Green - August

CONGRATULATIONS TO Shelburne BNI

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

[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

[Aaron Barton](#)

Extensity Creative, Champlain Connections BNI

[Beth Martell](#)

Beth Martell Coaching, Shelburne BNI

[Mike Quinlan](#)

Clover Ridge Media, Middlebury BNI

[Mike Dever](#)

Acorn Painting, Middlebury BNI

[Corey Hevrin](#)

The Vermont Agency, Champlain Connections BNI

6 Months Perfect Attendance (cont.)

Kate Dubenetsky

Hall Communications, Queen City BNI

Richard Nelson

Peachtree Builders, Inc., Queen City BNI

New Members - July 2019

Christine Golden

Golden Consulting LLC, Champlain Connections BNI

Rachele Gattilia

Liberty Mutual, Queen City BNI

Melissa King

Ascent Learning Services, Champlain Connections BNI

Justin Loati

La Panciata, Crossroads BNI

Kohl Davis

Grippin Donlan Pinkham, Shelburne BNI

Cathy Armstrong

Lake Champlain Custom Closets & Storage Solutions,
The Masters BNI

Yvonne Bortolussi

Key Bank, Integrity BNI

Renewed Members - July 2019

Holly Lemieux

Holly K. Lemieux Esq. PLLC, Integrity BNI

Catherine Moller

SidePony Boutique, Champlain Connections BNI

Sarah Harrington

Sarah Harrington Real Estate - KW Vermont,
Champlain Connections BNI

Kurt Hughes

Murdoch Hughes & Twarog, P.C., Shelburne BNI

Erik Johnson

Aflac, Prestige BNI

Taylor White

Polli Properties, Keller Williams Vermont, Prestige BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

Robert Miller

Rob's Home Improvements, Middlebury BNI

Jay Stearns

Accent Productions, Champlain Valley BNI

John Clark

UPS Store, Champlain Connections BNI

Julia Scott

JScott Marketing & PR, 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](#)



BNI Vermont

PO Box 64737 · Burlington, VT 05406

Phone: 802-557-0111

Vickie@BNIVermont.com

www.BNIVermont.com



Changing the Way the World Does Business®