



Givers Gain[®] Monthly

From Our Executive Director

September is one of the most active months each year in BNI Vermont. Many of us are finding our stride as our kids re-establish themselves into school, all of us are aware of the shortening and cooling days, and we're all just 2 weeks away from our annual Leadership Transition.

With such a short period of time left in our current roles, our attention needs to turn to the needs of our incoming roles. We've made the mistake in previous years of "taking one hat off and putting another on" without considering the needs of the person who is stepping into our roles. It's a little odd that we take all of our experience in one role and dissipate it into a new role. We've learned that the strongest chapters are ones where the majority of the members understand the importance and systems of many roles. But we've also learned that your willingness to mentor the incoming folks plays a critical role in whether or not the incoming person will succeed. Please take a moment today to set up a mentoring meeting with your incoming person in October, November, and December to help them thrive with your experience easily at the ready.

With annual Chapter Team Training complete, we at BNI Vermont are now turning our attention to your chapter's 2019-2020 Business Plan, launching new a BNI chapter in Brattleboro, and the 7th Annual BNI Vermont Awards Banquet set for April 10th, 2020. There is a lot of activity behind the scenes at BNI to provide as much support as possible so that you all thrive in your membership, and we're eager to do it!

Happy networking!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Tradition + Innovation keeps your BNI chapter healthy and happy

BNI's Core Value of **Tradition + Innovation** tends to be overlooked. These unassuming words do not instill excitement or direction, and yet their impact on our us BNI membership is profound! Consider each noun unto itself. Tradition is a collection of habits and beliefs that we all hold to. It tells us who we are and helps us communicate to the world what we do and how we do it. BNI's traditions are made up of things such as our structured and organized meetings, our practice of recognizing fellow members for generating referrals and bringing visitors, and our Visitor Host teams who support our visitors and substitutes week in and week out. Traditions are what we value and "*What you value increases in value*". The second part of this Core Value, Innovation, may not at first seem to fit with Tradition. However, it's the combination of the two that makes this Core Value so powerful. Innovation is all about new methods and new ideas, and what better place to find new and improved ways of doing things than with hundreds of thousands of entrepreneurs from all over the world! Innovation has allowed our motto of *Changing the Way the World Does Business* to evolve from decade to decade to meet the needs of our many diverse personalities, nationalities, and professions. For example, our weekly BNI meeting is very different than what was started in 1985 with additions such as the Education Coordinator role, Referral Reality Check, Testimonials, and the Visitor Host Team. Not to mention the evolution of technology such as BNI Connect and BNI University. We've learned that if we don't innovate, we stagnate. It's our Traditions, partnered with our ability to innovate, which has led to such an incredible environment of support and results!

- 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.

August 21: [Episode 622](#): Don't Be That Guy

August 28: [Episode 623](#): The 24/7/30 Followup System

September 4: [Episode 624](#): BNI Gives us an 'At Bat'

September 11: [Episode 625](#): Cause Networking

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.

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: Is BNI Really a “Business Building System”?

By Graham Weihmiller, CEO BNI

Collecting Business Cards is NOT Networking

By Ivan Misner, Ph.D, BNI Founder

Support Beyond Referrals

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

Mentoring – the new trend?

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

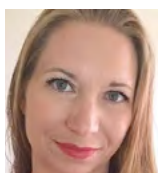
Member Moments

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.



Theresa Ferrara
Residential Real Estate
Coldwell Banker Hickok and Boardman
Integrity BNI, Essex



Morgan Kittredge
Financial Advisor
Landmark Financial Services
Middlebury BNI, Middlebury



Jimmy Matas
Automotive Sales
Handy Buick GMC Cadillac
Prestige BNI, St. Albans



Blair Knowles
Residential Real Estate
Knowles Group, KW Vermont
Prosperity BNI, Williston

From the BNI Team



Rosann Kramer

BNI Co-Director
Consultant

How's Your Relationship

*By Rosann Kramer,
BNI Co-Director Consultant*

Every relationship has a bank account and it trades in trust. A relationship bank account (RBA) cannot be closed and you should be getting a return on your investment. Like your actual bank account, deposits and withdrawals are made to your relationship bank account. Making a deposit into your RBA with a person means you are improving his or her life and increasing trust. Decreasing trust happens when you make a withdrawal from your RBA.

Each of us has a relationship bank account (RBA) with BNI, its members and especially our Chapter members. Like my actual bank account, I try to make more deposits than withdrawals. For example, this past spring my fellow BNI Members were making many deposits in my RBA and my actual bank account. The winter is always good for the Collision Repair business. In May our regular insurance business decreased much more than usual. Within a week we were scheduling twelve vehicles that were BNI Referrals. I know my deposits directly led to the increase in BNI business in May.

Over my time in BNI I have been making deposits to my relationship bank account and I am getting a solid return on my investment. I make deposits by attending our weekly meetings. I do not just show up to check off the attendance box either; I show up at least 15 minutes early, dressed in business attire, have my Weekly Presentation printed out, and listen to everyone's Weekly Presentations to find valuable connections for their businesses.

I made a big deposit by being the Secretary/Treasurer of my chapter in 2017-2018, only 6 months after joining Champlain Connections. It was a commitment that showed my chapter that I was there for them and that I was trustworthy. I took care of the little things so that they never became issues for our chapter or members. When I made a mistake (I am human) I apologized, owned my mistake and corrected it. I want to minimize any withdrawal to my relationship bank account with my fellow BNI Members. In 2018-2019 I wanted to step out of Leadership and was asked to be the Mentor Coordinator. I said "yes" and made another deposit. I regularly visit other chapters as a Substitute, Ambassador, Co-Director Consultant or Visitor and have One-to-Ones with Members from many chapters and try to make a referral or connection when possible.

While it takes time to build up a relationship bank account, all those deposits start to add up when the referrals start flying your way. I encourage you to take the time to make the deposits because it takes very little to deplete a relationship bank account. Withdrawals are remembered and cataloged differently than deposits. Consider falling on your sword and owning what you did when you make a withdrawal. Remember, making a deposit into your RBA with a person means you are improving his or her life and increasing trust. And isn't that what Givers Gain is all about?

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: Co-Director Consultant, BNI VT

Past Roles: Secretary Treasurer, Champlain Connections BNI

New Chapters Forming!

Bennington

Brattelboro - In the works!

Know anyone in the area? Send them to Heather!

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.

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



August Leadership Team Roundtable Attendees.

BNI VERMONT

DRIVE FOR FIVE

////////// **SEPTEMBER 1 – DECEMBER 31, 2019** //////////

Induct 5 NEW MEMBERS to Win!

EVERY MEMBER IN A CHAPTER

that inducts 5 new members
with application dates on or between
September 1 – December 31, 2019
will receive a

Large BNI Card Holder or a
BNI Padfolio of their choice and a
voucher to attend one of
The Business Experience Series
Workshops in 2020

EVERY MEMBER

who sponsors a new member
with an application date on or between
September 1 – December 31, 2019
will receive a

\$40 Gift Card to any
Vermont-Based Business

Calendar of Events

SEPTEMBER

- 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

OCTOBER

- 10/24** **The Business Experience:**
Train the Trainer Level 2
3:00 – 5:00 pm, Fee: \$20 for members,
\$30 for non-members

NOVEMBER

- 11/18** **Advanced Member Success Program**
8:00 am – 5:00 pm, Fee: \$125 for members
- 11/25** **New Member Skills Workshop**
4:00 – 6:00pm, 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 - September

CONGRATULATIONS TO Champlain Connections BNI 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

Erik Johnson

Aflac, Prestige BNI

Mike Quinlan

Clover Ridge Media, Middlebury BNI

Corey Hevrin

The Vermont Agency, Champlain Connections BNI

Kate Dubenetsky

Hall Communications, Queen City BNI

Jennifer Etheridge

Integrative Acupuncture, Heart of Vermont BNI

Amber Thibeault

Ward and Babb, Wealth Builders BNI

Jessica Hubis

Missing Piece Bakery, Prestige BNI

Timothy Boltin

Delicate Decadence, Crossroads BNI

New Members - August 2019

Cindy Bailey

TownePlace Suites, Queen City BNI

Mike Cioffi

Winooski Insurance, The Masters BNI

Nicholas Roop

Commonwealth Financial Group, Prosperity BNI

Diane Ravenscroft

Farmhouse Chic Design, Shelburne BNI

Austin Mayo

Able Paint Glass and Flooring, Champlain Connections BNI

Mark Lucia

Enhanced Digital Systems, Champlain Connections BNI

Mason Graddock

Essex Agency, Prosperity BNI

Renewed Members - August 2019

Theresa Ferrara

Coldwell Banker Hickok and Boardman, Integrity BNI

Johnathan Quong

New England Electric, Champlain Connections BNI

Diane Maurice-Brault

Vermont Lavender, LLC, Crossroads BNI

Jason Decoteau

Bankers Life and Colonial Penn, Crossroads BNI

Scott Wiegand

Brave Coffee and Tea, Crossroads BNI

Peter Cassels-Brown

Mountain Energy Design, Wealth Builders BNI

Rick Gomez

RVG Electrical Services LLC, 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](#)



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®