



Givers Gain[®] Monthly

From Our Executive Director

"I'm so glad that I live in a world with Octobers"

– Anne of Green Gables

Happy October everyone! We here at BNI Vermont hope you get a chance to enjoy these beautiful fall days of color, crisp air, and bountiful fall harvest!

We are celebrating **90% MEMBER ATTENDANCE** at our annual Chapter Team Training! This sets all of us up for greater success in the coming term. And we're proud to recognize Heart of Vermont BNI in Montpelier, Champlain Valley BNI in South Burlington, Integrity BNI in Essex, and Queen City BNI in Burlington for 100% attendance! One of the most important parts of getting what we need from our BNI membership is our ability to act as a team, and that's what the annual Leadership Team transition is all about! How close-knit and fluid is your chapter as a team? Does each person take responsibility for their role, dig deeper, and pay attention to the subtle details that make up each role? It's rather amazing what you are able to accomplish with this kind of care and attention.

Next on the docket for your BNI region are a number of important events. First, a group of professionals in Brattleboro are working to form their own BNI chapter and will start meeting every Friday morning from 8:30-10:00 am with a goal to confirm their membership by the end of the year and plans to celebrate their chapter launch on Valentine's Day 2020! Second, we're ramping up for the November 4th quarterly Leadership Team Roundtable, which is always fun with the new Leadership Teams in place! And third, although it may seem a ways off to you, we're already putting the pedal to the metal for the April 10th, 2020 7th Annual BNI Vermont Awards Banquet!

Thank you for all that you do, and here's to an **AMAZING** and **PROFITABLE** 2019-2020 Term!

Vickie Wacek

BNI Vermont Executive Director



Monthly Networking Tip: Accountability and the art of Relationships and Results

Accountability. This noun is closely related to words like Responsibility and Obligation, and these words hold a seat of importance in our lives. Ever since we stepped out of childhood and embraced adulthood, we've learned how vital we are through our promises and commitments. This is why Accountability is one of BNI's Core Values. Our partnership with our fellow BNI members is built on an agreement to play by a certain set of practices so that everyone involved can get results. And we've learned that when one of us is playing with a different set of habits than the rest of us, the impact is negative and wide spread. It's why we've come to deeply appreciate that our fellow members will hold us accountable to our commitment and actions within the chapter, as long as that accountability recognizes that we are doing our best and that our best does and will ebb from time to time. The key to BNI's practice of Accountability relies heavily on just that – the balance of holding one another responsible for our commitment and actions, alongside the importance of recognizing our business and personal struggles. It's why our Membership Committees (who truly are the backbone of our BNI chapters) are coached on the importance of Progressive Coaching for those of us who struggle with our commitment, followed by Probation for those of us who need a stronger nudge, and ending with Opening a Member's Seat in the chapter for those of us who a membership with BNI is no longer a good fit. Accountability is a core piece of making sure our chapters do what they are supposed to do – generate referrals in a supportive and professional environment. And we hope you'll embrace the importance of Accountability in your own life and business!

- 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.

September 18: **Episode 626:** Collecting Business Cards is NOT Networking

September 25: **Episode 627:** Self-Aware, Selfless, and Selfish

October 2: **Episode 628:** Testimonials, Badges, and Applicants (Ask Ivan)

October 9: **Episode 629:** You Never Know Who People Know #2

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. 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: Time for a Bigger Leadership Opportunity within BNI?

By Graham Weihmiller, CEO BNI

“No” is a One Word Sentence

By Ivan Misner, Ph.D, BNI Founder

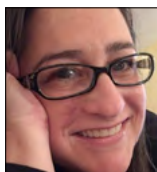
The Emotional Toll of Entrepreneurship

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.



Jodi Lawaich
Copywriting/Copy Editing
The Write Stuff VT
Queen City BNI, Burlington



Sarah Thompson
Professional Organizer
Clean Slate
Shelburne BNI, Shelburne



Elaine Nester
Bank Services
Peoples Trust Company
The Masters BNI, Colchester



Scott Lowe
Computer Services
A la Carte Web & IT Support
Wealth Builders BNI, South Burlington



Aaron Barton
Video Services
Extensity Creative
Champlain Connections BNI, Burlington

From the BNI Team



Brian Miller

BNI Ambassador

BNI Seasons: Sow Seeds to Reap Rewards

By Brian Miller, BNI Ambassador

The Fall naturally has us reflect on the seasons and the changes that happen in our environment. The season we are currently in may or may not be our favorite but most people can enjoy at least some parts of it. For instance I do not like the cold but I do like being able to use my fireplace and I am glad there are no more mosquitoes. I do not like to rake leaves but I do enjoy the colors that precede them falling. I can always find something pleasing about the season we are in and if not then I just look forward to my favorite one that will be here eventually.

I have found BNI to be like the seasons in that there are parts I really like and there are also parts that are not my favorite. I have been in BNI just over one year so have just gone through all the seasons of BNI. My favorite parts of BNI are the people, relationship building, education in leadership and business development, and operating in a tried and true referral system. My least favorite is the “mild” pressure to invite visitors, and coming up with a new 60 second each week.

So what do we do with the seasons or parts of BNI that we do not enjoy as much as others. Well in Vermont with the long winter it is good to get outside in the weather and do something that we enjoy. If the weekly 60 second is your least favorite BNI thing then perhaps you should write it out and read it. You can also use a trade publication for your business to find new topics to cover. To find specific asks look at the Book of Lists put out by the Vermont Business Magazine. If inviting someone is like mud season in VT to you then remind yourself why you joined and find people like you to invite. You can also friend people on LinkedIn and invite them. Make a goal to invite one person per quarter to start with and then one every two months.

Another aspect of Seasons and BNI is sowing and reaping. We should be sowing good seed throughout the year with 121s, visiting other chapters, Continuing Education Units, and taking on chapter roles. My Conflict Consulting business is very niche and so my first year in BNI has been just sowing seed. As I enter my second year I am starting to take care of the plants that are growing through ongoing BNI relationships. I am starting to see the possibilities of the harvest yet to come. If you are discouraged about the harvesting aspect of BNI then I encourage you to sow more seed by adding more basics like 121s and chapter visits. Most important is our attitude in all this. I need to be in the “Givers Gain” mindset as I sow, water, and look forward to the harvest.

About the Author

Member of Integrity BNI

Meets Tuesdays, 8:00 – 9:30 am
The Essex, 70 Essex Way, Essex

Current Roles: Ambassador, BNI VT, Mentor Coordinator, Integrity BNI

Past Roles: Event Coordinator, Membership Committee, Integrity BNI

Events

New Chapters Forming!

Bennington

Brattelboro is now having weekly meetings!
Follow them on **Facebook** and see their spot on the **BNI Vermont Website**. If you know anyone in the area they would love it if you can put them in touch!

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.

Advanced Member Success Program

November 11, 2019

Holiday Inn, Williston Road, Burlington

New Member Skills Workshop

November 25, 2019

Holiday Inn, Williston Road, Burlington

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

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

- 11/4** **BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Presidents, Vice Presidents,
Secretary/Treasurers, and BNI Vermont Team
Members
- 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

Christine Golden

Golden Consulting LLC, Champlain Connections BNI

Chapters In The Green - October

CONGRATULATIONS TO Champlain Connections BNI Shelburne BNI

To access your Chapter's Traffic Lights Report, go to:
BNICconnect.com -> Reports -> Chapter -> Chapter Traffic Lights

6 Months Perfect Attendance

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

Alison Davis

Quantum Leap Capital, Champlain Valley BNI

Paul Richardson

Richardson Photography, Crossroads BNI

Soren Pfeffer

Central Vermont Real Estate, Heart of Vermont BNI

Robert Schwartz

Great Northern Construction, Integrity BNI

Brendan Walsh

Quantum Leap Capital, Shelburne BNI

Aubrey Carpentier

JoAnn's Uniforms & Embroidery Works, The Masters BNI

Meghan Corbett

State Farm, Wealth Builders BNI

New Members - September 2019

Cathy Armstrong

Lake Champlain Custom Closets & Storage Solutions, Shelburne BNI

Whitney Boland

Maynard Clinic of Acupuncture PLLC, Queen City BNI

Tara MacAskill

MacAskill Law PLLC, Champlain Valley BNI

Steve Hartmann

Affiliated Associates, The Masters BNI

Renewed Members - September 2019

Gayle Grim

Chellis Insurance Inc., Shelburne BNI

Scot Sweeney

1st Light Energy, The Masters BNI

Ed Levite

Union Bank, Wealth Builders BNI

Travis Jones

Trav Does Tech, Queen City BNI

Brendan Coyne

New England Landmark Real Estate, Crossroads BNI

Julia Wilk

Word & Web Design, Heart of Vermont 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



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