



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

**W**elcome to December – the month of joy, happiness, and to finish what you started. This month has started out with fresh blankets of white and we hope that you’ve enjoyed the start of your holidays!

December closes out BNI Vermont’s first Drive for Five membership drive! The goal of this drive is to help your new chapter roles come together in the first quarter of the 2019-2020 term by working towards a single goal, while at the same time creating a lasting and positive impact on your business by increasing the number of referral partners you have in your BNI chapter. Chapter-wide engagement, motivation, and input is critical to gathering momentum and getting results. Whether you are an established member or a new member, make your voice heard so that everyone benefits from the 2019 Drive for Five!

This is also the month of giving, and in that vein, I want to encourage you to lean on this incredible worldwide BNI organization. Do you have friends or family in other states or countries? Think outside of the box and consider supporting local business with products and gift certificates to local BNI members near your family and friends. Imagine a bouquet from a local florist, a gift certificate for a local massage or home organizer, or a handmade cutting board or jewelry from a carpenter or an artist. Because “when you buy from a small business, you are helping a child get a dance lesson or team jersey and a parent put food on the table, pay the mortgage, and save for college”.

That is the power of using BNI for your holiday shopping.

And with the closing of one year, we hope you are gearing up for the 2020! Get your goals written down and organized. Share them regularly with your referral partners, and let’s shoot for the stars in 2020!



**Vickie Wacek**

BNI Vermont Executive Director

## Monthly Networking Tip: What Are Your Core Values?

Short of a paycheck, what makes you roll out of bed every day? For many people, motivation is made up of simple survival; work a job and make money to put food on the table, pay the mortgage, save for retirement, etc. We're rarely taught in our youth or school that 'adulting' is about finding ourselves and our *raison d'être* ("reason for being"), so we pursue what everyone around us is pursuing. Lucky for us in BNI, we are surrounded by passionate and driven professionals – people who have learned that there are more reasons than a paycheck to get out of bed every day and do what we do. We've found something that we enjoy doing, that we're good at, and that makes a difference in the world one person/business/building at a time. However, what many of us are missing is true clarity at our core. What we're missing are our Core Values. Over the last several months I've introduced each of BNI's 7 Core Values as a means to help you connect to the deeper meaning of BNI. And this networking tip is about helping you turn this concept inward. You've partnered your business with a worldwide organization that is steeped in value and purpose. It's time to partner with yourself to consider what your Core Values are. This can be as simple as spending some time in self-reflection, or Googling "Finding Your Core Values" to watch videos and read, or even hiring a Business Coach. I know that my Core Values are about Communication, Compassion, and Understanding – hence my drive to connect with, care for, and collaborate with everyone I interact with. So now it's your turn. ***What are your Core Values?***

- 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.

November 13: [Episode 634](#): Visibility Through Volunteering

November 20: [Episode 635](#): Love is Good Business

November 27: [Episode 636](#): What's a Good Door Prize

December 4: [Episode 637](#): The Networking Mentor

December 11: [Episode 638](#): Politics, Religion, and BNI

### **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\*\*](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](http://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](http://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.

### Learning to Play Well With Others

By Ivan Misner, Ph.D, BNI Founder

### VIDEO: BNI Transformed My Life

By Ron Leonard, Miami-Dade Area Director

### "Dreaming with Purpose" featuring Marcia Wieder

By Daniel Dixon

### "A Foundation of Action" - Reflections from Warsaw

By David Kauffman Vice Chair BNI Foundation, Managing Director BNI Delaware Valley Regions

### 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](http://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.



**Dutton Smith**  
*Home Inspector*  
**Homesmith Services, LLC**  
Middlebury BNI, Middlebury



**Matthew Walker**  
*Apparel*  
**JC Image**  
Prestige BNI, St. Albans



**Elizabeth McCaslin**  
*Residential Real Estate*  
**Century 21 Jack Associates**  
Queen City BNI, Burlington



**Melendy Comey**  
*Image Consulting*  
**cabi-Independent Stylist**  
Prosperity BNI, Williston



## Mollie's Top 10 List of How to Find a BNI Substitute

*By Mollie Lannen, BNI Ambassador*

A "Substitute" in BNI is any person who attends your BNI meeting in your place when you are unable to attend. This person can NOT be a member of your BNI chapter, however it can be anyone else. The best kind of substitute is not just warming your chair - the best kind will qualify as a visitor

too! Think of someone who will add value to your members in your absence. Your substitute will qualify you for visitor points on your PALMS if it's your substitute's first visit and their profession is a classification open in your chapter. Best of all, your substitute might purchase goods or services from your fellow members, or become send someone a referral.

### Here's my top 10 list of how to find a substitute:

1. A client who could give a live testimonial on your behalf
2. Someone you have invited to visit (perhaps to a Visitor's Day) but they said 'no'
3. A potential client you are courting (pro-tip: give your chapter a heads up they are visiting and your members will be SURE to talk you up and help you close the sale!)
4. BNI alumni members
5. A previous visitor to your chapter
6. Someone you have referred to a member in your chapter (pull your referrals given report in BNIConnect)
7. A referral partner - who outside of BNI sends you referrals?
8. Who's in your phone? Check your contacts list
9. Who's in your network? Have you met someone at a recent mixer or networking event?
10. Check your social media - LinkedIn, Facebook, etc.

**BONUS TIP:** Givers Gain: Sub for a member in another chapter and they will gladly sub for you in the future.

## About the Author

### Member of Queen City BNI

Meets Wednesdays, 11:30 am – 1:00 pm  
703 Pine Street, Burlington VT 05401

**Current Roles:** Ambassador, BNI VT, Vice President, Queen City BNI

**Past Roles:** Mentor Coordinator, Chapter Webmaster,  
Growth Coordinator, 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](http://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.

### Advanced Member Success Program

May 1, 2020 · 8:00 am – 5:00 pm

Hickok & Boardman Building, Ground Floor Conference Room  
346 Shelburne Road, Burlington

### New Member Skills Workshops

January 27, 2020 · 4:00 – 6:00 pm

March 9, 2020 · 4:00 – 6:00 pm

May 11, 2020 · 4:00 – 6:00 pm

July 13, 2020 · 4:00 – 6:00 pm

September 21, 2020 · 4:00 – 6:00 pm

November 30, 2020 · 4:00 – 6:00 pm

#### NEW LOCATION:

Courtyard by Marriott, 177 Hurricane Lane, Williston



November 2019 Advanced Member Success Program Graduates.

**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**

### **JANUARY**

- 1/15**     **The Business Experience: Positivity to Profit**  
3:00 – 5:00 pm, \$30 for members, \$40 for non-members
- 1/27**     **New Member Skills Workshop**  
4:00 – 6:00 pm, FREE for members

### **FEBRUARY**

- 2/3**     **BNI Vermont Leadership Team Roundtable**  
2:00 – 5:00 pm, for Presidents, Vice Presidents,  
and Secretary/Treasurers
- 2/12**    **The Business Experience: The Ease of Inviting**  
3:00 – 5:00 pm, \$30 for members, \$40 for non-members

### **MARCH**

- 3/9**     **New Member Skills Workshop**  
4:00 – 6:00 pm, FREE for members

### **MAY**

- 5/1**     **Advanced Member Success Program**  
8:00 am – 5:00 pm, \$200 for members
- 5/4**     **BNI Vermont Leadership Roundtable**  
2:00 – 5:00 pm, Free for members

**Register for Events**

# Member Recognition

## Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Christine Golden

Golden Consulting LLC, Champlain Connections BNI

### Chapters In The Green - December

## 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

Mike Quinlan

Clover Ridge Media, Middlebury BNI

Corey Hevrin

The Vermont Agency, Champlain Connections BNI

Kate Dubenetsky

Hall Communications, Queen City BNI

Amber Thibeault

Ward and Babb, Wealth Builders BNI

Jessica Hubis

Missing Piece Bakery, Prestige BNI

Soren Pfeffer

Central Vermont Real Estate, Heart of Vermont BNI

Brendan Walsh

Quantum Leap Capital, Shelburne BNI

Aubrey Carpentier

JoAnn's Uniforms & Embroidery Works, The Masters BNI

Caroline Matte

Caroline Matte Graphic Design, Champlain Connections BNI

Bob Boucher

Dependable Service, Middlebury BNI

Joshua Piascik

Sherwin Williams, Shelburne BNI

Julie Goodall

Genesis Consulting, Shelburne BNI

Susan Lackey

Perfect Image Fashions, Wealth Builders BNI

Katie Frederick

Applied Solutions Consulting, LLC, Wealth Builders BNI

Taite Carpenter

Concept Move, Champlain Connections BNI

Robert Caneco

Robert A. Caneco, R.A., Champlain Valley BNI

Jason Decoteau

Bankers Life and Colonial Penn, Crossroads BNI

Justin Loati

La Panciata, Crossroads BNI

David Hills

Waypoint Management Services, Middlebury BNI

Larry Hawley

The Vermont Agency, Prosperity BNI

Jeremy Baldwin

Jeremy Baldwin Photography, Shelburne BNI

## New Members - November 2019

**Monica Chapman**

Puroclean, Champlain Connections BNI

**Christy Feiker**

Thrive Journey, Inc., Shelburne BNI

**Mary Larivee**

Peoples Trust Company, Prestige BNI

**Geoff Garrow**

SymmyTree LLC, The Masters BNI

## Renewed Members - November 2019

**Nicole Sancibrian**

Osterman, Sancibrian & Burke PC, Crossroads BNI

**Erik Kolomaznik**

CK Financial Resources, Shelburne BNI

## BNI VERMONT IS HIRING!

Are you interested in getting your business out into the larger Vermont business world? BNI Vermont is interviewing for a part-time Chapter Launch Specialist position to start in early 2020. This role is responsible for:

- Partnering with Vermont communities to launch new BNI chapters
- Hosting community “Discover BNI” meetings to introduce new areas of the state to BNI
- Facilitating weekly start-up meetings
- Interviewing applicants to new BNI chapters
- Hourly Pay and Bonus is included in the role

Contact Executive Director, Vickie Wacek, at [Vickie@BNIVermont.com](mailto:Vickie@BNIVermont.com) to ask questions, get more information, and set up your interview.

[Learn More](#)



## Important Links

[www.BNIVermont.com](http://www.BNIVermont.com)

[www.BNI.com](http://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

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