



Givers Gain[®] Monthly

From Our Executive Director

Welcome to 2020! If anything, the year 2020 encourages us to consider what we've experienced and accomplished in the years behind us and to build our future from the insights and lessons learned. We here at BNI Vermont hope that your plans for 2020 and beyond are grand and empowering!

I'd like to start off this year with some good news. Since 2012 and my start as your Executive Director I've kept a close eye on the productivity of BNI Vermont membership. Over the last 8 years we've seen an increase in the average membership here, starting at just under \$8,000 in 2012. In 2018 we reached a new high of \$34,000 per member. The 2019 boasts an average membership of over \$41,000 – an almost 11% increase in revenue generated for your businesses from the previous year! If you can't tell, this makes my heart soar and makes me even more galvanized to make a greater impact on your business and your life through the partnership that we create together!

If you are a numbers person, I'm also glad to tell you that BNI Vermont is rated as one of the highest ranked Power of One regions in the United States. You currently hold at #13 out of 189 regions in the USA! It's no wonder that other BNI regions contact me to ask why Vermont professionals participate in their membership so much more than other regions. I just explain to them that you all have proven that attending your meetings, having productive One-to-Ones, and engaging in Continuing Education is changing the way

you do business for the better! Participating in BNI is proving over and over to make you money and fill your heart, and I intend to keep it that way.

Stay tuned throughout this month, as you will see communications starting around our 7th Annual BNI Vermont Awards Banquet on Friday, April 10th, as well as our annual Member Survey to come out later this month. Happy Networking in 2020, everyone!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Making the Most of 90 Minutes

The start of a new year brings a lot of enthusiasm for what the future will bring. Think about the impact you and your business can make on the world when everything lines up just right! Your BNI membership will play heavily into your success this year, so let's talk about how you can make the most of your 2020 membership. It's important to start with the basics... i.e. "What you do thunders above your head so loudly that I cannot hear the words you speak". That is a quote from Ralph Waldo Emerson, and in short it means that your actions speak louder than your words. When you're ready to get the most out of your BNI membership, then it's time to address your actions in BNI. This means simply but profoundly things like:

- ✓ showing up early to your weekly meetings – well before your visitors arrive
- ✓ having real substitutes (not members from other chapters) ready to represent your business when you're away
- ✓ stopping the side-chatter at your BNI meetings
- ✓ and attending One-to-Ones with true intentions and attention

It's funny that as established professionals we are still in need of the occasional reminder about how important we are to those around us, and how influential our actions can be on each other. When we consider what we want and need from the world around us, especially from our fellow BNI members to help us succeed in business, we need to reflect on our impact through our actions. Show up to your next BNI meeting with "wings on" – be attentive, purposeful, and open to the incredible opportunities that your chapter will provide you in the coming year.

- 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.

December 18: [Episode 639](#): How to Bring a Visitor into the Room

January 8: [Episode 640](#): BNI Origin Story

January 15: [Episode 641](#): Garage to Global®

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.

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: The Next 35 Years](#)

By Graham Weihmiller, BNI CEO

[Founder's Reflections](#)

By Ivan Misner, Ph.D, BNI Founder

[BNI Then and Now](#)

By BNI Staff

[The BNI Birthday Boy](#)

By BNI Staff

[35 Reasons to Give](#)

By The BNI Foundation Team

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.



Bobby Ibarra
Health & Wellness
Structural Integration
Shelburne BNI, Shelburne



Kassidee O'Neil
Massage Therapist
Lila Mae LLC
The Masters BNI, Colchester



Ed Levite
Residential Mortgages
Union Bank
Wealth Builders BNI, Burlington



Rosann Kramer
Automotive Repair
Runway Auto
Champlain Connections BNI, Burlington



Mike Sealy
Graphic Design
BTV Creative
Champlain Valley BNI, South Burlington



Steve Hartmann

BNI Ambassador

Being More Visible and Memorable

By Steve Hartmann, BNI Ambassador

There are a lot of ways to maximize your BNI membership; one to one's, power teams, contact spheres, ten-minute presentations, stronger sixty second presentations, etc. One way that I've found to be critical is by visiting other chapters. But who has time for that? Why/how can/ does this help?

Let's consider time for a moment; more so, the cost of time. If you were to break down how much your sixty seconds is costing you as a member, without taking into consideration one or two ten-minute presentations you have in a year, based off of a fifty week year considering holidays, each minute you spend at BNI costs you around \$12.00. That's \$12.00 per sixty second presentation. Assuming you've really locked down your message; your opener, your why, your ask, and your close in every presentation, what would you do if you could get even more out of your \$12.00? How could you get the most return on that investment? Imagine this: If you were to visit another chapter once a month, that would reduce your cost to \$9.68. If you were to visit another chapter twice a month, that would reduce your cost to \$8.11. Let's also assume your chapter and all the surrounding chapters at your disposal have at least 15 members. You've just increased your reach by the number of members in each visited chapter. The more you visit, the more visible you become. The more visible/accessible you make yourself, the more memorable you become. The more memorable you become, the more likely someone will pass you a qualified referral. Combine this practice with having at least one focused one to one a week, and watch how much your referrals start coming in. I have tested this theory over the last 5 years of my membership. I visit another chapter at least once a month if not more and have at least one one-to-one a week, making sure that I bring something new that person I'm meeting. I believe that because of my willingness to make myself more accessible, visible, and memorable, has a direct effect on my growth. I haven't had to "prospect" or cold call in years. Why would anyone buy a car and only use it on Sundays? There are six more days in the week that that car can be used for! Why would anyone become a member of BNI and not use the other chapters at their disposal? I've even reached out to other BNI chapters in other states. It only makes sense to use all the tools you're given to optimize and maximize your fullest potential. I believe visiting other chapters to be one of the most under utilized tool in our BNI toolbox by our members. We're all here to build rapport and trusting relationships with professionals in our industry and community using a word-of-mouth/networking vehicle in the hopes and intention that our relationships will yield financial returns. Maximize that rate of return by making yourself more visible and memorable.

About the Author

Member of The Masters BNI

Meets Thursdays, 8:00 – 9:30 am
71 Rathe Rd, Colchester, VT 05446

Current Roles: Ambassador, BNI VT, Education Coordinator,
The Masters BNI

Past Roles: Secretary/Treasurer, Integrity BNI

New Chapters Forming!

Bennington

Brattleboro - Having weekly gatherings on Fridays

Hinesburg

Manchester

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

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

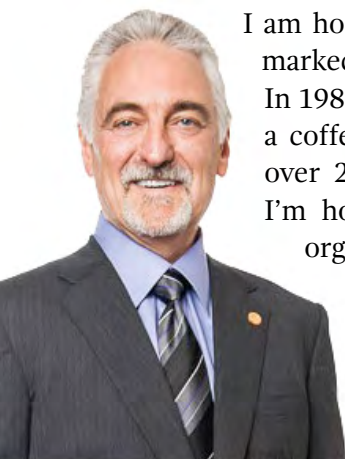
November 30, 2020 · 4:00 – 6:00 pm

NEW LOCATION:

Courtyard by Marriott, 177 Hurricane Lane, Williston



A Message from Dr. Ivan Misner, Ph.D.



I am honored to let you know that January 8th, marked our 35th anniversary as an organization. In 1985 I started with a small group of people in a coffee shop in the LA area. Today, we have over 270,000 members all around the world. I'm honored to still be part of this amazing organization and I invite you to share this 35th Anniversary video.

[Watch Now](#)

Calendar of Events

JANUARY

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

3/12 **The Business Experience: Make the Most of your Mixer**
3:00 – 5:00 pm, \$30 for members, \$40 for non-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

5/11 **New Member Skills Workshop**
4:00 – 6:00 pm, FREE for members

JULY

7/13 **New Member Skills Workshop**
4:00 – 6:00 pm, FREE for members

AUGUST

8/31 **BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, for Presidents, Vice Presidents, and Secretary/Treasurers

[Register for Events](#)

TELL YOUR STORY!

Help Us Tell BNI Member Stories! BNI is in the middle of a new project and are looking for member stories from around the world to share globally. We need your help to capture and tell these stories across BNI. Have an inspiring story to share? Please fill out this survey to tell your story!

[Take Survey](#)

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Julia Wilk

Word & Web Design, Heart of Vermont BNI

Mollie Lannen

CW Print & Design, Queen City BNI

6 Months Perfect Attendance

Mike Quinlan

Clover Ridge Media, Middlebury BNI

Kate Dubenetsky

Hall Communications, Queen City 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

Caroline Matte

Caroline Matte Graphic Design, Champlain Connections BNI

Bob Boucher

Dependable Service, Middlebury BNI

Julie Goodall

Genesis Consulting, Shelburne 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

Rosann Kramer

Runway Auto, Champlain Connections BNI

Chandra Pollard

Union Bank, Crossroads BNI

Scott Weigand

Brave Coffee & Tea, Crossroads BNI

Amy Crawford

Clover Ridge Media, Integrity BNI

New Members - December 2019

[Chad Hayes](#)

Carter Insurance, Middlebury BNI

[Alison Pigeon](#)

Branding Solutions, Queen City BNI

[Dijana Kulasic](#)

Community Bank, Prosperity BNI

[Kylie Billings](#)

KeyBank, Integrity BNI

[Ericka Redic](#)

I Love Your Money, Champlain Connections BNI

[Stephanie Gurrieri](#)

Pames Provisions, Queen City BNI

Renewed Members - December 2019

[Alan Kinney](#)

Kinney Insurance Agency, Prestige BNI

[Eric Steele](#)

Blue Morpho Technongies, LLC, Shelburne BNI

[Madigan Rollins](#)

Synergy Home Care, Shelburne BNI

[Aaron Barton](#)

Extensity Creative, Champlain Connections BNI

[David Rose](#)

Rose Computers, Champlain Connections BNI

[Melendy Comey](#)

cabi-Independent Stylist, Prosperity BNI

[Richard Nelson](#)

Peachtree Builders, LLC, Queen City 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 to ask questions, get more information, and set up your interview.

[Learn More](#)

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®