



Givers Gain[®] Monthly

From Our Executive Director

Happy February, BNI! We hope that all of your goals for 2020 are well established and that you are making great headway. I'm glad to share that they certainly are on the BNI front!

To start, it's worth bragging that you all are making great strides towards your Thank You For Closed Business goals. It's February, which means we are 33% of the way through this Leadership Team term. There is a region-wide goal of \$10.5m in TYFCB this term (all of the combined chapter TYFCB goals for the entire 2019-2020 term). To date we are over \$4m in TYFCB since October 2019, which puts us at over 38% of the total goal. This is excellent news for many reasons, but especially because traditionally, the fourth quarter (Oct-Dec) has been the slowest money-making period for BNI Vermont for years. Keep up the incredible momentum everyone and let's keep the energy up building one another's businesses!

Next, we have just accepted two new Chapter Launch Specialists and two new Director Consultants to the BNI Vermont Team! This means more motivated and knowledgeable networking experts at your back to share insights and support your business growth both locally and throughout the state. We will be working to build your BNI referral network throughout Vermont, with a greater focus on southern and northern Vermont regions.

And if that isn't enough, our largest event of the year is just around the corner; the 7th Annual BNI Vermont Awards Banquet! We are eager to show off your business through a \$75 Advertising Sponsorship, or your generous donation to our silent auction (100% of sales go to the BNI Foundation!). Please be in touch with Admin@BNIVermont.com to claim your sponsorship or donate your item/service. And be sure to bring your \$50 to purchase your ticket to this huge annual event!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Best Practices for Visiting Other BNI Chapters

One of the benefits of BNI membership is the greater ‘family’ of chapters worldwide. We can apply our networking skills throughout our Givers Gain communities with an open mind and a purposeful intent to help others and grow our business. Today’s Networking Tip is to provide you with Best Practices so that you can continue to thrive in your BNI networking efforts.

TIP #1: Pre Register Yourself

Pre-registering informs a chapter’s Leadership Team and Visitor Host Team that you are coming! Most chapters prepare for their pre-registered visitors.

TIP #2: Review the Chapter’s Roster

Review the chapter’s membership through the public website (such as BNIVermont.com). Select 1-3 members that you specifically want to meet because of something you may have in common, such as the location of their business, the profession they represent (Contact Spheres!), or because you’ve had experiences in the past with them.

TIP #3: Schedule One-to-Ones in Advance

Schedule One-to-Ones with members of that chapter. Just like Visitors or Substitutes, your attendance is more easily forgotten than remembered. Make an impact on a member (or three) by taking time to get to know them and discuss possible business opportunities.

TIP #4: Arrive Early

Your actions speak louder than your words. Your willingness to arrive 10-15 minutes early shows your Givers Gain attitude. Take it up a notch by offering to help set up the room or pass out Weekly Handouts.

TIP #5: Make an Impact

If you’re a really successful Mentor Coordinator, find the Mentor Coordinator and offer to help! Or if you’re good at converting visitors in your own chapter, help that chapter’s visitors see the benefit of membership and apply in that chapter (not your own – “poaching” visitors from other chapters for your own chapter can result in negative press for you and your chapter).

- 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.

January 22: [Episode 642](#): Plays Well with Others

January 29: [Episode 643](#): Success Principles

February 5: [Episode 644](#): Transform Your Organization with Top Talent

February 12: [Episode 645](#): Humility Makes for a Great Networker

Additional 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. Tim has also created www.SuccessThroughReferrals.com. One of BNI’s missions statements is to change the way the world does business. 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 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.

[How a \\$5,000 Student Loan Became a Multi-Million Dollar Business](#)

By Ivan Misner, Ph.D, BNI Founder

[25 Years of Trusted Relationships](#)

By BNI Staff

[Thank You's - Across the World](#)

By BNI Staff

[A Foundation of Care – Wildfire Relief](#)

By Kevin Barber, Executive Director -
Chairman of the BNI Foundation Worldwide

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.

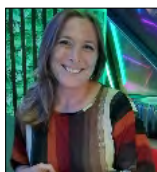


Tim Boltin

Baker

Delicate Decadence

Crossroads BNI, Barre



Sharon Grimes

Bookkeeping

Sharon Grimes Accounting, LLC

Heart of Vermont BNI, Montpelier



Tim Monty

Financial Advisor

Professional Financial Associates, LLC

Integrity BNI, Essex



Kristen Ginsburg

Personal Trainer

Vermont Custom Fitness

Middlebury BNI, Middlebury

From the BNI Team



Mickey Wiles

BNI Ambassador

Grateful

By Mickey Wiles, BNI Ambassador

At a recent BNI meeting, one of our members, Jess Hall, did her 60 second on gratitude and how that impacts her life. This 60 second was inspirational and deserves greater exposure.

Simply put, I am grateful for all that is in my life every day. My attitude of gratitude has not always been as present in my life and didn't come naturally. Circumstances in my life and my subsequent reactions to them, mostly poor reactions, forced me to look at myself and make changes. After going through a period of serious reflection and taking action to change, I found that a missing element for me was gratitude. I discovered that gratitude doesn't happen on its own. Being grateful is a choice and requires me to act. The behavior of gratitude is learned, practiced and, over time, only then becomes a more natural response.

BNI has several core principals that are rooted in the action of gratitude. A grateful heart is one that is thinking less about self and more about others. Let's look at how gratitude is part of some of the BNI core values.

Positive Attitude – Gratitude is a prerequisite to positive attitude. It is difficult to maintain a positive attitude if we are only thinking about ourselves. However, when we focus on those around us and look at them in a positive light, we are naturally practicing gratitude. By taking the time to listen to others with a real interest provides us the ability to really understand their value and their perspective. A specific action that can be brought to BNI is to approach others in the Open Network portion of the meeting and ask them about themselves rather than telling them about ourselves. Another specific action is to be completely present in the 60 second presentations. Listening with purpose to other presentations is an act of focusing on others and not ourselves.

Recognition – Actively participating in recognition of others helps us get out of thinking about ourselves. For us to recognize others for their actions, we need to pay attention to what others are doing. There are plenty of opportunities to recognize others in our Chapters for their actions. It only requires us to pay attention to these actions and be willing to provide recognition. This is the perfect opportunity to express gratitude towards others.

Givers Gain – This is more than a tag line; this is a mantra that we strive to live by. The specific act of giving to others in our Chapter, to our visitors and guests, and to others in BNI Vermont is truly an act that contributes to us building gratitude. This is enhanced by giving to others without the expectation that they will give us something back.

Gratitude can be expressed in being thankful for what we have such as family, home, and financial security. And at the same time gratitude can be practiced and developed through helping others in any way we can and that is the strength of BNI.

About the Author

Member of Champlain Connections BNI

Meets Fridays, 7:30 – 9:00 am

Main Street Landing "The Great Room", 60 Lake St., Burlington, VT 05401

Current Roles: Ambassador, BNI VT, Vice President,
Champlain Connections BNI

Past Roles: Membership Committee, Champlain Connections BNI

Events

New Chapters Forming!

Bennington
Brattleboro – Contact Heather with anyone interested
Hinesburg
Manchester
Milton
Newport
Rutland – Contact Erin with anyone interested
St. Johnsbury
Stowe
Waitsfield

Contact Chapter Launch Directors
Heather Belanger: 802-233-9737 and
Erin Perrin: 802-871-5965

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.

Advanced Member Success Program

May 22, 2020 · 8:00 am – 5:00 pm

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

New Member Skills Workshops

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



January 2020 New Member Skills Workshop Attendees.

Calendar of Events

FEBRUARY

- 2/25 **Champlain Valley Chapter Member Success Program**
9:30 am – 12:30 pm, FREE for Members
- 2/27 **The Masters Chapter Member Success Program**
10:00 am – 1:00 pm, FREE for Members

MARCH

- 3/5 **Shelburne BNI Chapter Member Success Program**
10:30 am – 1:30 pm, FREE for Members
- 3/9 **Middlebury BNI Chapter Member Success Program**
10:30 am – 1:30 pm, FREE for Members
- 3/9 **New Member Skills Workshop**
4:00 – 6:00 pm, FREE for members
- 3/11 **Queen City BNI's Visitors' Day**
11:30 am – 1:30 pm, FREE
- 3/11 **BNI Membership Extravaganza - Membership Webinar**
4:00 – 5:00 pm, FREE
- 3/12 **The Business Experience: Make the Most of your Mixer**
3:00 – 5:00 pm, \$30 for members, \$40 for non-members
- 3/18 **Wealth Builders BNI Chapter Member Success Program**
10:30 am – 1:30 pm, FREE for Members
- 3/20 **Heart of Vermont BNI Visitors' Day**
8:00 – 10:00 am, FREE

APRIL

- 4/7 **The Business Experience: The Platinum Rule**
3:00 – 5:00 pm, \$30 for members, \$40 for non-members
- 4/10 **7th Annual BNI Vermont Awards Banquet**
5:30 - 10:00 pm, \$50/person
(Purchase tickets from your Event Coordinator)
- 4/15 **Queen City BNI Chapter Member Success Program**
8:00 – 11:00 am, FREE for Members

MAY

- 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
- 5/14 **The Business Experience: The Art of Referrals**
3:00 – 5:00 pm, \$30 for members, \$40 for non-members
- 5/22 **Advanced Member Success Program**
8:00 am – 5:00 pm, \$200 for members
- 5/26 **Integrity BNI Chapter Member Success Program**
10:00 am – 1:00 pm, FREE for Members

JULY

- 7/13 **New Member Skills Workshop**
4:00 – 6:00 pm, FREE for members
- 7/17 **BNI Vermont Summer Picnic**
4:30 – 9:00 pm, FREE (fee for parking)

AUGUST

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

[Register for Events](#)

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

Christine Golden

Golden Consulting, LLC, Champlain Connections BNI

Tara MacAskill

MacAskill Law PLLC, Champlain Valley BNI

Chapters In The Green - February 2020

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

Kate Dubenetsky

Hall Communications, Queen City BNI

Jessica Hubis

Missing Piece Bakery, Prestige BNI

Soren Pfeffer

Central Vermont Real Estate, Heart of Vermont BNI

Bob Boucher

Dependable Service, Middlebury BNI

Julie Goodall

Genesis Consulting, Shelburne BNI

Justin Loati

La Panciata, Crossroads BNI

David Hills

Waypoint Management Services, Middlebury BNI

Amy Crawford

Clover Ridge Media, Integrity BNI

Robin Freeman

Law Office of Caroline S. Earle PLC, Heart of Vermont BNI

Michael Hughart

Kinney Insurance, Integrity BNI

Ingrid Serafini

Spruce Mortgage, Integrity BNI

Janina Kotulich

Red Poppy Cakery, Queen City BNI

Andrew Cate

Andrew Cate Photography, Queen City BNI

Seth Gifford

Gifford Construction, Shelburne BNI

New Members - January 2020

Michael Biaba

Pomerleau Real Estate, Champlain Connections BNI

Dana Carpenter

Red Clover Demo, Integrity BNI

Julie Phillips

Working Fields, LLC, Prestige BNI

Cody Boissoneault

KW Vermont/Clarity Realty Team, Prestige BNI

Adam Black

Apollo Family Chiropractic, Champlain Valley BNI

Kevin Holmes

72SoldVermont at KW Vermont, Champlain Valley BNI

Abigail Wadsworth

Whole Health Nutrition, LLC, Champlain Connections BNI

Faith Schumacher

Reconciled, Champlain Valley BNI

Zachary Papst

Liberty Mutual, Queen City BNI

April Laguenesse

The Passionate and Purposeful Life, Prosperity BNI

Renewed Members - January 2020

Celeste Hartwell

Divine Feminine Leaders, Queen City BNI

Caroline Earle

Law Office of Caroline S. Earle, PLC, Crossroads BNI

Charlie Goodman

Goodman Construction, INC., Crossroads BNI

Jessica Hall

Inspire Physical Therapy, Champlain connections BNI

Marc Wiener

Marc E. Wiener Law Offices, PLLC, The Masters BNI

John Hozscheiter

The Vermont Agency, Prestige BNI

Jodi Lawaich

The Write Stuff VT, Queen City BNI

Kristen Mills

Keller Williams Vermont, Wealth Builders BNI

Mary Catherine Jones

Voice-Over Vermont, LLC, Champlain Connections BNI

Brittany Kirvan

Happy Sprouts Wellness, Queen City BNI

Sue Gosselin

WIZN-WBTZ-WJOY- Hall Communications, Inc., The Masters BNI

Scott Lowe

Bluezone Secure IT, Wealth Builders BNI

BNI VERMONT IS HIRING!

Full-Time Operations Administrator

The Operations Administrator role is critical in the success of the organization. The role oversees most of the back-end tasks of the organization and works very closely with the Executive Director and Director Consultants throughout the state.

Please share this opening to any interested parties as you see fit. Contact BNI Vermont Executive Director, Vickie Wacek, via email at Vickie@BNIVermont.com.

[Learn More](#)

Welcome to our Newest Ambassadors!

BNI Vermont is proud to welcome three new additions to the BNI Vermont Team! Our mission is to create, connect, and sustain a diverse group of business professionals to strengthen and enrich BNI Vermont Chapters and to support our Members. And these three amazing members are just the Givers Gain professionals to support BNI in its mission to grow your business.



Erin Perrin

A founding member of Queen City BNI in Burlington, Vermont as the chapter's Residential Mortgage expert, Erin is a natural at finding solutions to any problem as well as truly connecting with others and creating productivity in everything she interacts with. She is approaching her 5 year anniversary

with BNI Vermont and can claim a deep well of Networking knowledge from her years in many roles throughout her chapter including founding Vice President, President, Membership Committee, Mentor Coordinator, and Events Coordinator.



LJ Nieulant

You will instantly recognize LJ by his generous nature and infectious laugh. He is a natural relationship builder as Queen City BNI's Career Coach for almost 2 years. He is naturally skilled at explaining things and events in a way that others can easily understand, and at meeting new people and making them feel comfortable.



Elizabeth Davidson

A passionate and skilled chiropractor, Elizabeth is a founding member of Queen City BNI who has held many chapter roles in her almost 5 years of membership, including Vice President, Education Coordinator, and Visitor Host. She is naturally proficient at bringing out the best of the people around her, living in the moment, and sharing in other's experiences.

See the full BNI Vermont Team!

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](#)



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Changing the Way the World Does Business®