



Givers Gain[®] Monthly

From Our Executive Director

Happy March, BNI Vermont! This month finds us fully entrenched in 2020, which the numerologists say is a lucky year (2 + 0 + 2 + 0). We here at BNI Vermont hope that this has been absolutely true for you!

Your BNI Vermont Team is hard at work as usual, “dotting each i” as we gear up for the 7th Annual BNI Vermont Awards Banquet and appointing two new Director Consultants, two new Launch Director Consultants, and new powerhouse additions to the BNI Vermont Ambassador Team.

Every year BNI Vermont has had country-wide bragging rights regarding our Awards Banquet. We’ve raised thousands of dollars over the years for the BNI Foundation through the banquet’s Silent Auction (Thank you for generosity! Please email Admin@BNIVermont.com to donate!), had absolutely stellar attendance with 150+ attendees each year, celebrated hundreds of you for your hard work and achievements, and best of all – state-wide networking! Don’t forget to purchase your tickets at your BNI meeting before Friday, March 27th!

We’ve also made some additions to your BNI Vermont Team. Two of our Ambassadors, Mickey Wiles from Champlain Connections BNI in Burlington and Steve Hartmann from The Masters BNI in Colchester, will be graduating to the role of Director Consultant in May, joining our very own Richard Fox and Erik Kolomaznik. We also eagerly welcomed President Alumni of Queen City BNI, Erin Perrin, and new member with Prosperity BNI, April Lageunesse, to the role of Chapter Launch Director – both of whom have launched themselves (pun intended) into BNI’s mission and are hard at work with our established Launch Director, Heather Belanger, to launch three new chapters in Vermont this year.

As 2020 continues to unfold, we encourage you to reach out to fellow members to recognize their achievements and lean on BNI for support through, what we hope, will be a wildly profitable year for you and your business!



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: Chapter Strength Starts in the Membership Committee

Don't let the title of today's tip fool you! Unstoppable, profitable, and exciting BNI chapters are a well-oiled machine when it comes to how each member takes ownership of their role in the chapter. Instead, today's tip is meant to bring attention to the power of your Membership Committee. Chapters experiencing a shift in culture usually start the shift in the Membership Committee when the MC members make the decision to *step it up*. This means finding that sometimes elusive and always powerful balance of two of BNI's Core Values: Accountability and Recognition. See, a healthy MC is focused on creating a safe and reliable space for members to get and give referrals (Accountability) and while building members up and communicating openly and honestly (Recognition). Let's take BNI's Attendance Policy as an example. Say John Doe is absent from today's meeting. A member of the MC reaches out to John via phone just after the meeting to ask how he's doing and if everything is okay. As part of the dialogue in *supporting* John, the MC member also informs John that today was his second absence, offering help should he need it, as well as encouraging John to have a One-to-One with Mary Smith who gave her Feature Presentation that morning. That same day, the Vice President or Attendance Chair realizes that Jane Martin has had perfect attendance (no absences, lates, or substitutes) for 6 straight months, so another member of the MC calls to congratulate her, and they announce her in next week's Membership Committee Report during the meeting. This is just one way a healthy and productive MC supports its members, creates a space to generate business, and does it in a way that is encouraging and reliable. *In what ways can you "put the fun in the fundamentals" when it comes to your Membership Committee?*

- 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.

February 19: [Episode 646](#): Is Your Network Deep or Shallow?

February 26: [Episode 647](#): BNI is More Than Referrals

March 4: [Episode 648](#): Get from Where You Are to Where You Want to Be

March 11: [Episode 649](#): The 12 x 12 x 12 Rule

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**](http://www.BNIPowerOfOne.com) to learn more. Tim has also created [**www.SuccessThroughReferrals.com**](http://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

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.



Jessica Hubis
Baker
Missing Piece Bakery
Prestige BNI, Saint Albans



Mollie Lannen
Printer
CW Print + Design
Queen City BNI, Burlington



Larry Hawley
Life Insurance
The Vermont Agency
Prosperity BNI, Williston



Brendan Walsh
Financial Advisor
Quantum Leap Capital
Shelburne BNI, Shelburne

From the BNI Team



Tim Boltin

BNI Ambassador

All In

By Tim Boltin, BNI Ambassador

Like most of the business folks I know, we are all busy and working on something new or exciting that will challenge us and hopefully bring us a form of profit. As I am incredibly busy at this time, so I purposefully remember to think about what I'm committed to and what I'm participating in. A life mentor of mine, Bill Mason, says, "you only have time for one passion; make sure it's the right one."

I just renewed my membership at Crossroads BNI in Berlin, VT. Before renewing, I had to look and make sure I had all the right ingredients. I'm a baker, so making sure I put all the ingredients in the concoction is very important. In the past I've had the unfortunate displeasure of finding a key ingredient missing from a cake or cookie. I've done carrot cake without flour, or shortbread without sugar, even a pot of coffee without coffee. Those ingredients make a difference.

Three years ago I received a letter of invitation to BNI and I kept putting off. I was a new business owner trying to figure out all the intricacies of business and really just didn't feel like I could pull it off. Most of the time, I felt like I was drowning in sugar (or other ingredient) and just completely overwhelmed. I finally picked a day and decided that no matter what, I was going. Wow!

It's been 3 years and a life changing experience. Like everyone says, the first year is the hardest. You struggle with figuring out what you're doing, learning to incorporate all the tools in your toolbelt, and not forgetting any ingredients. I kind of look at all my partners as ingredients for the success of my chapter and my business.

There are folks that really can provide a leavening for your life and business. Some provide the base of a firm foundation for business and life in general. Almost everyone has an idea or thought about how to do things or do things better. One member asks such thought provoking questions I normally finish with a headache. Be ready to receive — but better yet, be ready to ask. I asked a member to come into my business and offer advice about things they would change. They did, and their insights worked. The ingredients I added thanks to my BNI chapter have over increased my business by 20% - the First Month!

As I just renewed, I remind myself that I only have time for one passion. School board, children, family, and a growing business pull at me. What is my passion? We all each have to find that appropriate balance, a mix of the right ingredients and a hard dash of drive and ambition. Your chapter and membership can be that for you!

About the Author

Member of Crossroads BNI

Meets Thursdays, 8:00 – 9:30 am
Central Vermont Chamber of Commerce
33 Stewart Road, Berlin, VT 05641

Current Roles: Ambassador, BNI VT, Membership Committee, Crossroads BNI

Past Roles: Visitor Host



Member Extravaganza

FEBRUARY 3 – MAY 29, 2020



Induct 9 NEW MEMBERS to Win!

Current Chapter Ranking

	1	2	3	4	5	6	7	8	9	9+
Champlain Connections BNI										
Champlain Valley BNI										
Crossroads BNI										
Heart of Vermont BNI										
Integrity BNI										
Middlebury BNI										
Prestige BNI										
Prosperity BNI										
Queen City BNI										
Shelburne BNI										
The Masters BNI										
Wealth Builders BNI										



Each chapter with 9 New Members by May 29, 2020 wins a chapter branded item valued up to \$250!



When 3 chapters qualify, a BNI Vermont member and their guest will win a 5-day, 4-night cruise out of Miami, Florida in November 2020!

Events

New Chapters Forming!

Brattleboro – Contact Heather with interested parties!

Bennington

Grand Isle – Contact Vickie Wacek with interested parties!

Manchester

Newport

Rutland – Contact Erin with interested parties!

St. Johnsbury

Stowe – Contact Heather with interested parties!

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

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



Heart of Vermont BNI Chapter MSP Attendees.



Prestige BNI Chapter MSP Attendees.

Calendar of Events

MARCH

- 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 by Friday, March 27)
[Facebook Event Page](#)
- 4/14 **Prestige BNI Visitors' Day**
8:00 – 10:00 am, FREE
- 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)
- 7/23 **Crossroads BNI Chapter Member Success Program**
10:00 – 1:00 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](#)

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 Champlain Connections 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

[Jessica Hubis](#)

Missing Piece Bakery, Prestige 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

[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

[Seth Gifford](#)

Gifford Construction, Shelburne BNI

[Jay Stearns](#)

Accent Productions, Champlain Valley BNI

[Elizabeth Davidson](#)

Clear Connection Chiropractic, Queen City BNI

[Sarah Thompson](#)

Clean Slate, Shelburne BNI

[Allison Bogan](#)

Precision Chiropractic, Shelburne BNI

[Travis Spencer](#)

Kinney Insurance, Champlain Valley BNI

[Robert Shea](#)

Rob Shea Carpentry, LLC, Integrity BNI

[Kate Tucker](#)

Hall Communications, Queen City BNI

[Mike Sealy](#)

BTV Creative, Champlain Valley BNI

6 Months Perfect Attendance (cont.)

Marcus Becherer

Green Legacy Builders, Heart of Vermont BNI

Mike Dever

Acorn Painting, Middlebury BNI

Michael Languasco

People's United Bank N.A., Champlain Valley BNI

Robert Diaco

Signarama, Wealth Builders BNI

Nicole Tatro

Elite Health and Wellness, Champlain Valley BNI

New Members - February 2020

Michael Flemmi

Business Consultant, Queen City Consulting, Queen City BNI

Matt Stevers

General Contractor, White Oak Construction, Middlebury BNI

Maureen Golden

Business Banking, Union Bank, Champlain Valley BNI

Renewed Members - February 2020

Jane Evans

Studio J Creative, Champlain Connections BNI

Seth Gifford

Gifford Construction, Shelburne BNI

Andrew Cate

Andrew Cate Photography, Queen City BNI

LJ Nieulant

Inspirator, Queen City BNI

Shawn Zwick

Servpro of Burlington/Middlebury, Queen City BNI

Darlene LeClair

Neora, Champlain Valley BNI

Robin Freeman

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

Soren Pfeffer

Central Vermont Real Estate, Heart of Vermont BNI

Heidi Lauren Duke

Highland Lodge, Heart of Vermont BNI

Tom Fagan

Carpenter & Costin, Middlebury BNI

Lindsay Kintop

Meridian Acupuncture & Wellness Center, 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®