



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

**W**elcome to April, BNI Vermont! It is quite possibly one of the most memorable Aprils most of us will experience in our lives. We hope that all of these changes have resulted in you finding deeper support and meaning in what you do and realizing the incredible impact that you have on those around you.

We anticipate that this experience of physical isolation will result in many good things for you, including catching up on the back-end of your business (maybe updating your marketing and office), re-establishing relationships with clients, family, and friends, and taking much needed “Me Time”. It may also result in some difficult experiences including balancing your business and kid’s school needs, transitioning your business so that it will not only survive, but thrive through this change, and for many of us, financial difficulties with shifts in income and stock market changes.

If there’s one thing that’s for sure, we’re all experiencing new things. At BNI Vermont we’ve been hard at work transitioning all chapters to BNI online. This new platform has a steep learning curve as we work to stay engaged in one another’s businesses in a digital environment. We’re also finding an increase in visitors at our meetings as other small businesses in the community search for a committed, positive, and purposeful way to network and get the word out about what they do. Please do what you can to encourage and engage these passionate strangers to our meetings. Using our BNI families to support one another is so important; both our members and our visitors!



Also, we have rescheduled our annual Awards Banquet for Saturday, July 25, and we are moving all of The Business Experience workshops into a digital platform, increasing the number of attendees, and dropping the price! We encourage you to visit our Events Calendar to sign up and to stay in touch!

**Vickie Wacek**

BNI Vermont Executive Director

## Monthly Networking Tip: I Just Got 2 Hours Back in my Week!

It's a necessary part of being in business – computer time. Our devices have increased our ability to tackle more in a week than ever before! They have also led us into a rabbit's hole of tasks, communication, and desk-time. Today's tip is going to subtract the time you spend on your computer so you can spend more time doing what you love!

**Boomerang:** This amazing software allows you to control your email in ways never dreamed of! Writing an email at 11:15 pm, but want it to send tomorrow at 8:17 am? DONE! Do you want an email that you just received to temporarily disappear and reappear in 2 weeks? DONE! This app is available for Gmail, Outlook, and Mobile with free and paid options.

**Remember the Milk:** So many things to remember, so little time! Remember the Milk is your proverbial “string on your finger” reminder software. Jot down your ideas, projects, and reminders, easily organize them as you like, then watch your brain relax under the removed strain of trying to remember everything.

**Loom:** Remember the last time a client asked for directions on how to tackle something, then you spent 30 minutes writing out the steps? Save yourself the time by using this amazing app that records your computer screen and your voice into a seamless video that you can then effortlessly email to your client. Now they have a much simpler step-by-step process, and you saved 25 minutes!

**Dashlane:** A place we all waste time is searching for our passwords to websites. This app does it for you! Available for desktop and mobile, it will not only track your passwords safely, but it will remind you to replace them, and it will pre-fill the password forms for you on the websites!

There are many more amazing software options out there for you to use. Be sure to share your technology tips on our BNI Vermont Facebook Page and Member/Alumni Group!

- 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.

March 16: [Special Episode 1](#): BNI Online

March 25: [Special Episode 2](#): Don't Stop Networking – Just Do it Differently

April 1: [Special Episode 3](#): We Are All in This Together

April 8: [Episode 650](#): The Gratitude Effect

### **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.

# 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](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)

**BNI**® Mem  
**POSTPONED**  
Extravaganza

**FEBRUARY 3 – MAY 29, 2020**

UPDATE –The 2020 BNI United States Membership Extravaganza has been postponed until later in 2020 to make room for BNI Online.

## 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](https://www.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



*March New Member Skills Workshop attendees.*



*Middlebury BNI Chapter MSP attendees.*



# From the BNI Team



**Sam Markewich**

## Your Strategic Sunshine

*By Sam Markewich, Crossroads BNI Vermont Chapter, Business Coach and Co-Owner of Downtown Up, LLC*

So here we are in the COVID-19 crisis. How many times a day do you hear that word, crisis? It's impossible to stop it from sinking in, difficult not to go towards darkness.

I don't want to be glib, from a public health and collective economic perspective there's a crisis. It's real and can feel wrenching. At the same time, as a business coach, I invite you to flip the script. As one of my favorite songs says, "This is no social crisis, it's just another tricky day for you." Because on an individual business level this really is no different from any other day you're going to be in business.

A pandemic won't hit your business every day, but here's a brief list of what could hit your business on any given day:

- Your main supplier could be indicted on fraud effectively shuttering your supply chain.
- Your in-house accountant could be embezzling large sums of your revenues.
- Your shop could go up in flames, halting production or sales for months.
- A new technology or stealthy competitor could come online and sink your business model.
- New regulations or taxes could make your current business model economically onerous.
- Climate change could jack up prices you pay your suppliers.
- A personal, family, or key employee illness could stress your ability to run your business to a breaking point.
- Any number of "black swans" could slam into your business. (A black swan is a negative event you truly couldn't see coming, though you still can, and should, plan for these impacts.)

Yes, this is a very hard time businesses are going through collectively, but for your individual business don't believe that it is unprecedented. It's like any other day in business: problems to be creatively solved, the leadership to do so your call to action. Where to start? Ask yourself this question: "What is the leverage that this moment gives me?" Because every moment gives you leverage, and to run a business successfully that's the question you must always be asking.

BNI offers you huge leverage in this moment. It's a worldwide network with a password that gives you a bulletproof in to connecting to and collectively problem solving with thousands of business owners. The password is your email subject line: "Fellow BNI member." While business owners not in BNI may struggle to get their emails open or their phone calls returned when trying to establish new strategic relationships in this, as in any, time, you will see a phenomenal open and positive response rate.

Another form of leverage the present moment gives you is being forced to finally adopt online business tools that open vistas of new sales. You can go towards the darkness, but there is a lot of strategic sunshine for you. You need to go towards the light to be able to see the leverage.

## 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:** Member Experience Coordinator with the BNI Vermont Team, Member of the BNI International Board of Advisors with BNI Global, Mentor Coordinator in Crossroads BNI

**Past Roles:** Vice President, Membership Committee, Education Coordinator

# Calendar of Events

Due to the COVID-19 crisis, events will be held **online until May 15**. Click on Register button below to view updates.

## APRIL

- 4/15 **Queen City BNI Chapter Member Success Program**  
8:00 – 11:00 am, FREE for Members
- 4/16 **How to Deliver Quality Referrals Online**  
9:00 am
- Create Your Success Plan + Move to Action**  
4:00 pm
- 4/21 **How to Leverage Your Power Team Now More than Ever: The Built-In Support System for your Business**  
9:00 am
- How to Survive and Thrive Through this Economic Crisis**  
4:00 pm
- 4/23 **Become a Networking Mentor to Fortify Your Business Relationships**  
9:00 am
- Personal Finance Planning in Turbulent Markets**  
4:00 pm
- 4/28 **Leveraging Online Applications in Your Chapter**  
9:00 am
- 4/30 **Stepping Up Into a Leadership Post in Your Chapter**  
9:00 am

## MAY

- 5/4 **BNI Vermont Leadership Roundtable**  
2:00 – 5:00 pm, Free for members
- 5/5 **Leverage BNI U for Your Success: Lifelong Learning Delivered Straight to Your Computer**  
9:00 am
- 5/7 **How to get the Most Out of Your BNI Connect Access**  
9:00 am
- 5/11 **New Member Skills Workshop**  
4:00 – 6:00 pm, FREE for members
- 5/12 **BNI Brand Refresh Launch!**  
9:00 am
- 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

## JUNE

- 6/9 **The Business Experience: Cashing In on One-to-Ones**  
3:00 – 5:00 pm, \$30 for members, \$40 for non-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
- 7/25 **RESCHEDULED The 7<sup>th</sup> Annual Awards Banquet**  
**Click here to view [Facebook Event](#)**  
5:30 - 10:00 pm, \$50/person (Get your tickets through your Event Coordinators)

[Register for Events](#)

# Member Recognition

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

Mollie Lannen

CW Print & Design, Queen City BNI

Christine Golden

Golden Consulting, LLC, Champlain Connections BNI

Janina Kotulich

Red Poppy Cakery, Queen City BNI

Cathy Armstrong

Lake Champlain Custom Closets, Shelburne 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

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

Janina Kotulich

Red Poppy Cakery, Queen City 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

Marcus Becherer

Green Legacy Builders, Heart of Vermont 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

## 6 Months Perfect Attendance (cont.)

Larry Gilbert

Zoombikes, Heart of Vermont BNI

Sam Markewich

Downtown UP, Crossroads BNI

Johannes Ziegler

JZ Carpentry, LLC, Champlain Valley BNI

Deborah Phillips

The World, Heart of Vermont BNI

Jackie Budgor

Blue Lotus Cleaning, Champlain Valley BNI

## New Members - March 2020

Sharon Winn

Law Office of Sharon M Winn PLC, Heart of Vermont BNI

Andy Husk

Oak Hill Construction, Inc., Champlain Valley BNI

Brendan Coyne

DowntownUp, Queen City BNI

Daren Austin

Working Fields, Crossroads BNI

Julie Brown

Green Home Solutions, Crossroads BNI

Terry Wetmore

Liberty Mutual, Integrity BNI

Tom Stuessy

Saw Dog Coffee, Shelburne BNI

Michael Morris

Chittenden Dental, Champlain Connections BNI

Sue Hoxie

Maple Run Marketing, Middlebury BNI

Don Dempsey

Dempsey Investment Management, Wealth Builders BNI

## Renewed Members - March 2020

Mike Dever

Acorn Painting, Middlebury BNI

Angela Zaikowski

Bennett & Zaikowski, Champlain Connections BNI

Jay Vallieres

Movement Mortgage, Champlain Connections BNI

Tim Monty

Professional Financial Associates, Integrity BNI

Larry Hawley

The Vermont Agency, Prosperity BNI

Derek Murray

Rob Shea Carpentry, Wealth Builders BNI

Katie Paquette

Moments By Kate, Wealth Builders BNI

Melanie Severo

Sun & Moon Acupuncture and Wellness, Shelburne BNI

Katie Frederick

ASC LLC, Wealth Builders BNI

Jim Cohen

JCohen Financial, Champlain Connections BNI

Tim Boltin

Delicate Decedance, Crossroads BNI

Mesa Tuco

Horizons Home Renovation, Prosperity BNI

Lance Garrett

Garrett's Properties LLC, Integrity BNI



# 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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