



Givers Gain[®] Monthly

From Our Executive Director

June is the gateway to summer. - Jean Hersey

THIS IS ALWAYS an incredible month for us Vermonters. Warm days, the kids are out of school, the garden is fully planted, and even in this time of constant change, business is picking up.

BNI Vermont is hard at work supporting your chapter's annual Leadership Team Transition! By the end of this month your incoming President, Vice President, and Secretary/Treasurer will be confirmed and by mid-July all of the Supporting roles will be confirmed. We've learned over the years that time well spent in this endeavor has created wonderful opportunities for your business when your chapter has a strong leadership at the helm. Thank you everyone for stepping up to take the lead in bringing more success to you and your fellow businesses by taking on a role in your chapter for our October 1st transition!

We are also hard at work transitioning our Annual Awards Banquet to a virtual platform! This year's banquet will be very different from previous years, but will still have that amazing energy as we recognize dozens of you for your achievements in 2019. Tickets will be sold online and we are planning on sending Banquet Gift Bags to all ticket holders. More information will be coming soon, so mark your calendars for **Saturday, July 25th** from 5-7 pm and we'll see you there!

Lastly, we are also gearing up for September's annual Chapter Team Training! We'll be deciding in the next month whether this year's annual event will stay in person (at the DoubleTree by Hilton in Burlington) or if we'll be moving it to a virtual platform. Regardless of the venue, mark your calendars for

Monday and Tuesday, September 14th and 15th so that we can come together to launch your 2020-2021 term as the regional team that we are.

We are stronger together, and I can't thank you all enough for your continued positive attitude and commitment to one another's businesses!

Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Monthly Networking Tip: Tips for Virtual Networking

There are plenty of articles out there on how to network online in this time of physical distancing. However, these articles all have one thing in common; they assume that the reader doesn't already have a reliable network like we do in our BNI community. So today let's share some insights about leveraging our BNI community in an online environment.

Share Practices specific to your Profession

There are other members in BNI globally who share your profession. Why not connect with these other professionals outside of Vermont to purposely share ideas about how you have each leveraged your membership? There are many testimonials from BNI Vermont members who have done this!

One to Ones

I've done some math. When I remove the travel time, I can have 2 virtual One-to-One meetings in the time I could have completed 1 One-to-One in person. And One-to-Ones help us move through the VCP Process. Grow your network during this time by spending quality time with other like-minded professionals.

Contact Sphere Meetings

Our Contact Spheres generate 50-80% of our Referrals Received. So creating an active Contact Sphere is definitely in your business' best interests. And with easy access to Zoom meeting rooms, we can all put our Contact Spheres to good use! Have you checked out the Contact Sphere Meeting Agenda in BNI University?

Regional or even National Contact Spheres

Imagine the idea and opportunity generating power of creating a Contact Sphere among BNI members throughout the region or country! Check out the Worldwide Search option in the BNI Connect app or website and make some new connections!

This is just a short list of networking tips. What experiences have you had in your online BNI membership that have achieved results!

- 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.

May 20: [Episode 656:](#) Hope is More Powerful than Fear

May 25: [Special Episode 4:](#) Thoughts About Our Transition

May 27: [Episode 657:](#) Inviting a Visitor Who Cannot Join

June 3: [Episode 658:](#) Looking Your Best for Virtual Meetings

June 10: [Episode 659:](#) Inviting Visitors is Easy Online

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

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

Friday, November 20, 2020

8:00 am – 5:00 pm

5 powerful and distinct workshops to take your BNI Membership to the next level!

New Member Skills Workshops

July 13, 2020 · 4:00 – 6:00 pm

September 21, 2020 · 4:00 – 6:00 pm

November 30, 2020 · 4:00 – 6:00 pm

Location for all New Member Skills Workshops:

Virtually hosted until further notice



May 11, 2020 New Member Skills Workshop Attendees!



Elizabeth Davidson
BNI Ambassador

Maximizing Opportunity in the New World

By Elizabeth Davidson, BNI Ambassador

Hello BNI community. How have you been? It's been months now of staying apart, fearing illness, being wary of personal contact, and covering our faces. None of this is easy and it doesn't look like it's ending any time soon. Having our present and our future be so uncertain has been challenging and difficult for all of us in our own ways. In any time of great change comes opportunity. This one in particular, being so global, has offered great opportunity to many all at once. It's been an opportunity to check in with people we may have lost track of in the chaos of normal life, an opportunity to strengthen bonds with loved ones whom we can't hold close physically, but have time and reason to reach out to more than usual. It's been a time to appreciate the relationships we've built in our lives. The relationships I've built through BNI in particular have been my support system and sounding board even more than before. My BNI community has helped me grow as a person and businesswoman and to help me create more opportunity from this big reset.

For those of us who are biding our time waiting to go back to normal, guess what! Things are not going to go back to the way they were just a few months ago. You now get to create your new normal. I hope you've had the support of your family, friends, and BNI community in order to do this. All of our businesses have needed to pivot completely or adapt in some way for them to stay afloat. Fortunately, being part of the BNI community provides resources to support our personal lives and businesses so we come out better and stronger as we adapt to the ongoing changes we are experiencing.

The most dynamic sign of life for an organism is adaptation. Back in biology class we learned the others: assimilation, elimination, growth, and reproduction. I think these all apply to the lives of our businesses. This time of change has been an ideal time to test out how much life our businesses have, how well these basic functions are operating, and how well they can adapt to change. Adaptation is the key to evolution and if there was ever a time for our businesses to evolve, it is now. I'm lucky in that one of my greatest strengths is adaptability (if you haven't looked at your Clifton strengths, I recommend it!) It has helped me evolve through this change to come out much better on the other side. For those who are not strong in adaptability, the good news is that many in the BNI community are and we are all just a Zoom call away. The resources to maximize this growth opportunity are at our fingertips: whether it is a BNI University course, a BNI Vermont workshop, a new perspective or contact gained from visiting a different chapter, or a 1-2-1 with a key person who catalyzes a perspective shift that pushes a member or a business into a new beneficial direction. For me, all it took was one suggestion from one member of my chapter to initiate the shift of my business into a whole new realm. Reach out! Stay connected! We are here for you!

About the Author

Queen City BNI

Meets Wednesdays, 11:30 am – 1:00 pm
Queen City BNI Virtual Meeting Room

Current Roles: Ambassador with BNI VT, Membership Committee

Past Roles: Vice President, Education Coordinator, Visitor Host

Events

New Chapters Forming!

Brattleboro – Contact April with interested parties!

Bennington
Grand Isle
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, Heather@BNIVermont.com

Erin Perrin 802-871-5965, Erin@BNIVermont.com

April Lajeunesse (802) 989-6284, April@BNIVermont.com

Event Calendar

- **NEW** **Speed Networking in Vermont via Zoom**
Tuesdays, 11:00 am – 12:30 pm FREE for Members
[Click Here to Join](#)

JUNE

- 6/19 Supporting Visitors in an Online Environment**
12:00 – 1:00 pm, Free to members

JULY

- 7/2 Supporting Visitors in an Online Environment**
12:00 – 1:00 pm, Free to members
- 7/13 New Member Skills Workshop**
4:00 – 6:00 pm, FREE for members
- 7/14 Profiting with Power Teams**
3:00 – 5:00 pm, \$20 for BNI Members,
\$30 for non-BNI Members
- 7/23 Crossroads BNI Chapter Member Success Program**
10:00 – 1:00 pm, FREE for Members
- 7/25 7th Annual BNI Vermont Awards Banquet**
5:30 - 7:00 pm, Virtual Banquet through Zoom
(links provided to all ticket holders)

AUGUST

- 8/11 Chapter Business Plan Workshop**
1:00 – 4:00 pm, Free to members
- 8/27 The Masters BNI Visitors' Day**
8:00 – 10:00 am, All are welcome!
- 8/31 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, for Presidents, Vice Presidents,
and Secretary/Treasurers

[Register for Events](#)



Integrity BNI Virtual Chapter Member Success Program Attendees!

Member Recognition

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.



David Gold

Financial Advisor

Edward Jones

Crossroads BNI, Berlin



Soren Pfeffer

Residential Realtor

Central Vermont Real Estate

Heart of Vermont BNI, Montpelier

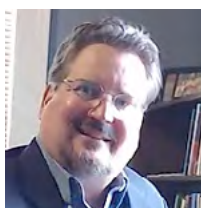


Rob Shea

Contractor

Rob Shea Carpentry

Integrity BNI



David Hills

Management Consulting

Waypoint Management Services

Middlebury BNI, Middlebury



Julie Phillips

Staffing Agency

Working Fields

Prestige BNI, Saint Albans



May Advanced Member Success Program Attendees!

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Mollie Lannen

CW Print & Design, Queen City BNI

NEW MEMBER

Marie Shepherd

Coldwell Banker Hickok & Boardman Realty, Crossroads BNI

6 Months Perfect Attendance

Mike Quinlan

Clover Ridge Media, Middlebury BNI

Jessica Hubis

Missing Piece Bakery, Prestige BNI

Bob Boucher

Dependable Service, Middlebury 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

Elizabeth Davidson

Clear Connection Chiropractic, Queen City BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

Robert Shea

Rob Shea Carpentry, LLC, Integrity BNI

Kate Tucker

Hall Communications, Queen City BNI

Mike Sealy

BTV Creative, Champlain Valley BNI

Michael Languasco

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

Robert Diaco

Signarama, Wealth Builders BNI

Larry Gilbert

Zoombikes, Heart of Vermont BNI

Johannes Ziegler

JZ Carpentry, LLC, Champlain Valley BNI

Deborah Phillips

The World, Heart of Vermont BNI

Mickey Wiles

Working Fields, Champlain Connections BNI

Alison Davis

Quantum Leap Capital, Champlain Valley BNI

Darlene LeClair

Neora, Champlain Valley BNI

Diane Maurice-Brault

Vermont Lavander, Crossroads BNI

Julia Wilk

Work & Web Design, Heart of Vermont BNI

Brittany Karkut

Happy Sprouts Wellness, Queen City BNI

Heather Belanger

Lacillades Home Design, Queen City BNI

Mollie Lannen

CW Print + Design, Queen City BNI

Stephanie Gurrieri

Pames Provisions, Queen City BNI

Erik Kolomaznik

CK Financial, Shelburne BNI

6 Months Perfect Attendance (cont.)

Alex Duval

Wendall's Furniture, The Masters BNI

Kassidee O'Neill

Lila Mae Massage, The Masters BNI

Christophe Lissarrague

Poze Catering, Wealth Builders BNI

Derek Murray

Rob Shea Carpentry, Wealth Builders BNI

Ed Levite

Union Bank, Wealth Builders BNI

Meghan Corbett

State Farm Insurance, Wealth Builders BNI

Rick Gomez

RVG Electric, Wealth Builders BNI

Scott Lowe

Bluezone Secure IT, Wealth Builders BNI

Renewed Members - May 2020

Caroline Matte

Freelance Graphic Design, Champlain Connections BNI

Corey Hevrin

The Vermont Agency, Champlain Connections BNI

Robert Caneco

Robert A. Caneco Architect, Champlain Valley BNI

Justin Loati

La Panciata Bakery, Crossroads BNI

Michael Bancroft

Paige & Campbell, Inc., Crossroads BNI

Jeremy Baldwin

Jeremy Baldwin Photography, Shelburne BNI

John Kell

Kell & Company Real Estate, The Masters BNI

How Do You Givers Gain®?

BNI Vermont is always interested in working with motivated Vermont professionals to continue the important role of supporting Vermont businesses through referrals! If you are interested in learning more about becoming a part of the BNI Vermont Team as an Ambassador, Coordinator Specialist, or Director Consultant, contact Executive Director, Vickie Wacek, at Vickie@BNIVermont.com.

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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