



# Givers Gain<sup>®</sup> Monthly

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## From Our Executive Director

*Freedom lies in being bold.* - Robert Frost

**W**ELCOME TO JULY! This month finds us in the midst of warm days, vacations, and our continuous efforts in this environment of physical distancing. Hence, the opening quote which references the celebration of our nation's birthday and our combined bold efforts.

This month has us making decisions about the future of our BNI chapters through the annual Leadership Team Transition! A strong Leadership Team has an huge impact on the culture and results of our chapter, which brings about a lot of success for all of us. This is why we spend so much time supporting this yearly evolution through Nomination Forms, Confirmation Forms, Chapter Business Plans, and Chapter Team Training. We are motivated by working as a team, communicating regularly, and providing transparency at each step. This year you'll see a transition as we move a portion of your training to BNI University, and change up the "in person" training to be hosted in virtual Zoom meeting rooms.

You've also seen Vermont Speed Networking evolve by offering it at different days and times of the week to make it easier to access, as well as the addition of National Networking on the second Thursday of each month from 2:00 – 3:00 pm. Visit [BNIVermont.com](http://BNIVermont.com) to see the available times and days and attend 1+ a month so that you can leverage your BNI membership.

And lastly, we greatly look forward to seeing you at our 7<sup>th</sup> Annual BNI Vermont Awards Banquet! This year will be different, but we're not letting all of this change distract us from putting BNI's core value of Recognition to work!



Thank you for all that you do have done and continue to do to support one another! It's been a tough 2020, that's for sure. And thankfully we have each other to lean on to make this as easy as possible. Thank you, everyone, for being a part of our BNI family!

**Vickie Wacek**  
BNI Vermont  
Executive Director

## Monthly Networking Tip: Tribalism and its Ability to Build or Halt Your Business

Tribalism: *the behavior and attitudes that stem from strong loyalty to one's own tribe or social group.*

It's impressive what a group is capable of achieving through forging strong relationships; from sharing insights and opening new doors, to halting progress or neglecting important change. The tribal mentality has the power to create and destroy, and the choice between one and the other is based on the cumulative focus of each person in the tribe; in other words – Tribal Mindset. Tribalism is a big part of what we create in our individual BNI chapters. And in this time of constant change, the mindset and practices of our tribe is creating wildly new opportunities or slowly shifting us towards boredom, frustration, and lack of results. Shifting a tribe's mindset takes intention, patience, and communication, and has incredibly dynamic and impressive results. In fact, the success of a business, a BNI chapter, even a society, is highly based on the cumulative tribal mindset of all involved. It shines a light on how important it is for us as a team of professionals to address our tribal mindset and make sure that it is solutions focused and addresses every individual. This networking tip encourages us to consider our tribe and how we think about another, how we communicate with each other, and how we collaborate together. If you are experiencing a struggling tribal mindset in your BNI chapter, your business, or elsewhere, seek resources. In BNI these resources are your Director Consultant, your Executive Director, courses in BNI University, and your fellow BNI members. Open up the lines of communication to address the areas of struggle, and set yourselves on a path of working together for the greater good! Your power in BNI is based on your tribal mindset, and the stronger that is, the better the results and experience is for all involved!

- 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.

**June 17:** [Episode 660:](#) BNI Brand Refresh

**June 24:** [Episode 661:](#) Givers and Takers

**July 1:** [Episode 662:](#) Fear of Speaking (Classic Podcast)

**July 8:** [Episode 663:](#) Membership Committees Are Critical

### **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](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)

## Member Success Program

The BNI Member Success Program is available online at [BNIUniversity.com](http://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** **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** **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



*June 17, 2020 Wealth Builders Chapter Member Success Program Attendees!*



## Who's in Your BNI Sandbox?

*By LJ Nieulant, BNI Ambassador*

How things going in your BNI Sandbox? Do you remember those days as a little kid? The days that you played in your sandbox for hours on end? What I liked the most about playing in a sandbox was that I could make whatever, whenever, with no restrictions other than the size of the box. I would build castles, towns, and roads. Sometimes my friends would join me, but as a five year old I was not always willing to share my mini kingdom with others. Not even with my best friends.

Now back to reality, you might have children, grandchildren, or other young family members playing in that sandbox. And what about yourself? How has your sandbox evolved?

With the knowledge and experience I have acquired in life since my early childhood, nowadays I see BNI as my professional sandbox. The castles I used to make have changed into my BNI chapter. The roads are my connections to my fellow members. The town has changed into my BNI Vermont region and beyond.

The visitors to our chapter are new players in the sandbox. Now my approach to those is welcoming and curious. I want to get to know them because they bring new insights, knowledge, a sandbox of their own, and more possible connections and thus possibilities to grow my business further.

My new sandbox is also equipped to acquire knowledge through podcasts, BNI University, and regional BNI workshops. These are available to help us grow our businesses and our understanding of business and people. A very nice upgrade from what we used to know. Our membership with BNI is about growth; growth as a business owner, as a community member, and as a human being.

What other resources are at your disposal to be a player in this sandbox? One in particular that might be of benefit to you is your mentor. They are your ideal host to get you set up for success within BNI. In the beginning of your membership your Mentor takes you under their wing to get you accustomed to your new surroundings. In weekly check-ins you are walked through BNI Connect, how to use it, how to enter your 1-2-1's and referrals. These touchpoints give you the opportunity to discuss questions you have, share observations you made, and exchange best practices such as how to approach your 60 seconds? What kind of referral are you looking for? Business etiquettes within BNI meetings? Do not hold back any question you have for your mentor. They are there to serve you as best as they can with your success in mind. They want you to join in the chapter's sandbox.

So, please take a look at your Sandbox in BNI. Have you made all the connections possible within your chapter through 1-2-1's? Have you researched BNI University? Are you up to date with the official BNI podcast? Have you signed up for a role within your chapter?

I would say that a lot of grains of sand have been overturned within BNI to make you as successful as you choose to be in your sandbox.

## 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, Visitor Host **Past Roles:** Visitor Host

# Events

## New Chapters Forming!

**Brattleboro**  
**Bennington**  
**Grand Isle**  
**Manchester**  
**Newport**

**Rutland** – Contact Erin with interested professionals!

**St. Johnsbury**

**Stowe** – Contact Heather with interested professionals!

**Woodstock**– Contact April with interested professionals!

### 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](#)

### JULY

- 7/22 Speed Networking in Vermont**  
3:00 – 4:00 pm, Virtual Zoom Room
- 7/23 Crossroads BNI Chapter Member Success Program**  
10:00 – 1:00 pm, FREE for Members
- 7/25 7<sup>th</sup> Annual BNI Vermont Awards Banquet**  
5:00 - 7:00 pm, Virtual Banquet through Zoom  
(links provided to all ticket holders)
- 7/30 Speed Networking in Vermont**  
3:00 – 4:00 pm, Virtual Zoom Room

### AUGUST

- 8/3 Speed Networking in Vermont**  
10:30 – 11:30 am, Virtual Zoom Room
- 8/4 The Business Experience – The Ease of Inviting**  
3:00 – 5:00 pm, Virtual Zoom Workshop
- 8/11 Speed Networking in Vermont**  
10:30 – 11:30 am, Virtual Zoom Room
- 8/11 Chapter Business Plan Workshop**  
1:00 – 4:00 pm, Free to members
- 8/13 National Speed Networking**  
2:00 – 3:00 pm, Virtual Zoom Room
- 8/19 Speed Networking in Vermont**  
3:00 – 4:00 pm, Virtual Zoom Room
- 8/27 The Masters BNI Visitors' Day**  
8:00 – 10:00 am, All are welcome!
- 8/27 Speed Networking in Vermont**  
2:00 – 3:00 pm, Virtual Zoom Room
- 8/31 BNI Vermont Leadership Team Roundtable**  
2:00 – 5:00 pm, for Presidents, Vice Presidents,  
and Secretary/Treasurers

### SEPTEMBER

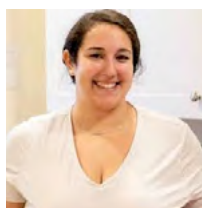
- 9/10 National Speed Networking**  
2:00 – 3:00 pm, Virtual Zoom Room
- 9/14 Annual Chapter Team Training**  
Breakout Sessions available 8:00 am – 5:00 pm
- 9/15 Annual Chapter Team Training**  
Breakout Sessions available 8:00 am – 5:00 pm
- 9/21 New Member Skills Workshop**  
4:00 – 6:00 pm, Virtual Zoom Workshops

[Register for Events](#)

# 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](http://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.



**Stephanie Gurrieri**

*Dog Treats*

**Pames Provisions**

Queen City BNI, Burlington



**Melendy Comey**

*Women's Apparel*

**Cabi**

Prosperity BNI, Williston



**Beth Martell**

*Life Coach*

**Beth Martell Coaching**

Shelburne BNI, Shelburne



**Cory Irish**

*Cleaning*

**iBHS, LLC**

The Masters BNI, Colchester

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

**Mollie Lannen**

CW Print & Design, Queen City BNI

**David Hills**

Waypoint Management, Middlebury BNI

**Dutton Smith**

Home Smith Services, Middlebury BNI

**Julia Scott**

JScott Marketing & PR, Champlain Connections BNI

**Janina Kotulich**

Red Poppy Cakery, Queen City BNI

## Chapters In The Green - June 2020

### CONGRATULATIONS TO **Crossroads BNI, Berlin**

To access your Chapter's Traffic Lights Report, go to:  
BNIConnect.com -> Reports -> Chapter -> Chapter Traffic Lights

## 6 Months Perfect Attendance

**Jessica Hubis**

Missing Piece Bakery, Prestige BNI

**Bob Boucher**

Dependable Service, Middlebury BNI

**Robin Freeman**

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

**Janina Kotulich**

Red Poppy Cakery, Queen City BNI

# Member Recognition

## 6 Months Perfect Attendance (cont.)

**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

**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

**Nicholas Martin**

Burlington Telecom, Champlain Connections BNI

**Caroline S. Earle**

Earle & Freeman PLC, Crossroads BNI

**Justin Loati**

La Panciata, Crossroads BNI

# 6 Months Perfect Attendance (cont.)

**Kristin Dearborn**

Edward Jones, Heart of Vermont BNI

**Sharon Winn**

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

**Brian Miller**

Green Mountain Resolution, Integrity BNI

**Dana Carpenter**

Red Clover Demolition, Integrity BNI

**Chad Hayes**

Carter Insurance, Middlebury BNI

**Dutton Smith**

Home Smith Services, Middlebury BNI

**Amy Wolf**

Edward Jones, Queen City BNI

**Richard Nelson**

Peachtree Builders, Queen City BNI

**Zachary Papst**

Liberty Mutual, Queen City BNI

**Elaine Nester**

Peoples Trust Company, The Masters BNI

**Tracy Stolese**

Shelburne Gift Company, The Masters BNI

**Lindsay Kintop**

Meridian Acupuncture & Wellness Center, Wealth Builders BNI

**Susan Lackey**

Perfect Image Fashions, Wealth Builders BNI

## New Members - June 2020

**Andy Duback**

Duback Photography, Champlain Valley BNI

## Renewed Members - June 2020

**Nicholas Roop**

Commonwealth Financial Group, Prosperity BNI

**Julie Gaboriault**

Coldwell Banker Hickok & Boardman Realty, Shelburne BNI

**Curt Wheeler**

Wheeler Property Management, Champlain Connections BNI

**Mike Lannen**

Eternity, Crossroads BNI

**Heather Belanger**

Lacillades Home Design, Queen City BNI

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## 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](mailto:Vickie@BNIVermont.com).



## 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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Vickie@BNIVermont.com

[www.BNIVermont.com](http://www.BNIVermont.com)

# **BNI**<sup>®</sup>

*Changing the Way the World Does Business<sup>®</sup>*