



Givers Gain[®] Monthly

From Our Executive Director

Don't be fooled by the calendar. There are only as many days in the year as you make use of. - Charles Richard

WELCOME TO AUGUST EVERYONE! Summer is coming to an end and we are headed into the stunning days of fall. Among our BNI chapters we are preparing for our annual team transitions, which means shifts in leadership, culture, and new goals for our 2020-2021 term!

Our first (and possibly last) attempt at a virtual Awards Banquet in July was not without its snags, but achieved its purpose! We recognized over 80 amazing BNI Vermont members for important milestones and accomplishments and were able to raise nearly \$1,100 for the BNI Foundation through the annual Virtual Auction. Congratulations to Champlain Connections BNI, our Chapter of the Year, and Brendan Walsh from Shelburne BNI for attaining the Givers Gain[®] Member of the Year award! We look forward to hosting you all for our 8th Annual Awards Banquet on Friday, April 2, 2021.

Now BNI Vermont is rallying the training troops for your annual Chapter Team Training on September 14th and 15th! We've proudly supported 90% or more of you each year, and look forward to beating that number thanks to the ease of access through Live Virtual Zoom sessions. Thank you everyone for stepping into a role that helps your chapter obtain higher levels of success for you and your fellow businesses.

We are also working to grow your reach by launching new chapters in Stowe, Rutland, and Woodstock Vermont. If you are able to help us by reaching out to professionals you know in those areas, thank you for helping us spread BNI's mission of supporting Vermont businesses!

Happy networking, everyone!



Vickie Wacek
BNI Vermont
Executive Director

Monthly Networking Tip: The Power of Video in Your BNI Profile

Imagine taking out an ad in the newspaper and leaving it blank. What a waste of money, time, and opportunity! The funny thing about this concept is that is exactly what some of us do with our BNI membership. We pay dues and put in a lot of time with our members, but our public ad is blank. What am I talking about? Our public BNI Profiles.

As part of our membership we are each given the opportunity to put an ad about ourselves to the world. And BNI Vermont has worked, and continues to work, to teach our communities that BNI is more than a place for businesses to generate referrals – it's also a place where our friends and neighbors can go for reliable local products and services! But in order to encourage our fellow Vermonters to reach out to us, we need to have a friendly, informative place for them to go. This means working together to make sure we all have completed our profiles. Just ask around! Many members who have set up their public profiles have received referrals from the public and from other BNI chapters. [Click here](#) for a 3 minute video on how to create and update your BNI member profile.

"But Vickie, my public profile is already set up." Well then, it's time for an opportunity to level up! Allow me to introduce you to the ability to ADD VIDEO to your profile! [This short video](#) will show you how to do this. And if you don't yet have a video for your business, don't hesitate to work with one of BNI Vermont's great videographers to create and share something amazing!

- 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.

July 15: [Episode 664:](#) Life Lessons from Richard Branson

July 22: [Episode 665:](#) Optimize Your BNI Connect Profile

July 29: [Episode 666:](#) The 5 Levels of a Referral
(Classic Podcast)

August 5: [Episode 667:](#) Open Networking for Online Meetings

August 12: [Episode 668:](#) How to Succeed in Uncertain Times

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 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



Erin Perrin
*BNI VT Chapter
Launch Director*

Obligation vs Opportunity – A New Mindset

*By Erin Perrin, BNI VT Chapter
Launch Director*

We've all heard the saying "glass half empty or glass half full." These are interesting times we're living in, and sometimes I find it hard to be that glass half full kind of person. Mind you, every day I am still telling my boys "the choice is yours – it can be a good day or a bad day – it's in your power". But what happened to my power?

Then some interesting things happened. First, I heard a member of my BNI chapter talk about affirmations. She spoke about the power we all have to change the reality of our lives; to pivot, change direction, focus our energy in a way that helps us grow. She shared that our energy leads us, we can change that energy, and we can realize that our lives are a series of choices. Second, I head the BNI Power of One Podcast 20 about Obligation vs Opportunity. In this podcast, they detailed things that hit home for me about how I can choose each time to evaluate how I look at things.

These two seemingly unrelated incidences were the motivation I needed and everything clicked. The day-to-day challenges, big or small, could be my opportunities, not my obligations! It wasn't just about my work, or the kids, or BNI, or continuous change. I just needed to change my mindset!

Mark Sanborn wrote a great book entitled "You Don't Need a Title to be a Leader" where he shares that while building his business he became so overwhelmed with answering the phone that he stopped wanting to answer the phone. He knew he needed to make a change. He goes on to say **"I began to see what happened to me as an opportunity rather than an obligation. And it made all the difference. Now when the phone rings, I respond to each call as an opportunity to serve, earn, learn, influence, network, encourage, or teach. The difference isn't in the caller or the purpose for the call; the difference is in my response. ...Genuine, authentic leadership infuses meaning into your life, because you know that your efforts count and that you are serving the needs of others as well as your own."**

So, how do you view your BNI Membership?

Consider the weekly meetings. Are they an obligation, something you have to do, something you have to attend? Are they an opportunity, a chance to get in front of your Team, to further build relationships, and teach your Team how to find you referrals?

What about BNI Trainings? Do you view them with heavy obligation, or as an opportunity to take advantage of learning new skill sets to take your Chapter and your businesses to the next level?

You choose how you perceive BNI, your work, and your life. Everything can be either an obligation or an opportunity, and that choice will influence the results you get. I challenge you to look at the changes you're facing in your business, in how you teach and play, and yes, even your BNI experiences. Remind yourself it's your choice...and choose wisely!

About the Author

Queen City BNI

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

Current Roles: BNI VT Chapter Launch Director, Mentor Coordinator,
Queen City BNI **Past Roles:** President, Vice President,
Membership Committee, Event Coordinator

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

AUGUST

- 8/25 BNI Start Up Chapter Interest Meeting**
11:00 am – 12:30 pm, Virtual Zoom Room
- 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

SEPTEMBER

- 9/8 BNI Start Up Chapter Interest Meeting**
11:00 am – 12:30 pm, Virtual Zoom Room
- 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
- 9/22 BNI Start Up Chapter Interest Meeting**
11:00 am – 12:30 pm, Virtual Zoom Room
- 8/22 The Business Experience: Train the Trainer Level 1**
3:00 – 5:00 pm, Virtual Zoom Room

OCTOBER

- 10/8 National Speed Networking**
2:00 – 3:00 pm, Virtual Zoom Room
- 10/22 The Business Experience: Train the Trainer Level 2**
3:00 – 5:00 pm, Virtual Zoom Room

[Register for Events](#)

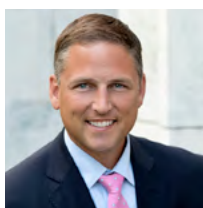
Member Recognition

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 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.



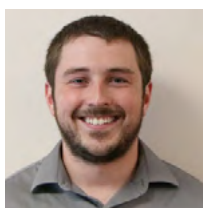
John Borch
Property Management
Real Property Management Sterline
Wealth Builders BNI, South Burlington



Jay Vallieres
Residential Mortgages
Movement Mortgage
Champlain Connections BNI, Burlington



Darlene LeClair
Anti-Aging
Neora
Champlain Valley BNI, South Burlington



Michael Bancroft
Insurance
Paige and Campbell
Crossroads BNI, Berlin

Chapter Growth

BNI Vermont chapters are just a couple weeks away from starting their annual *Drive For Five* membership competition! Good luck, and we look forward to celebrating you and your chapter's success over the coming months!

DRIVE FOR FIVE

!!!!!!!!!!!! SEPTEMBER 1 – DECEMBER 31, 2020 !!!!!!!!!!!!!

Induct 5 NEW MEMBERS to Win!

EVERY MEMBER IN A CHAPTER
that inducts 5 new members
with application dates on or between
September 1 – December 31, 2020
will receive a

Large BNI Card Holder or a BNI Padfolio of their choice
and a voucher to attend one of
The Business Experience Series Workshops in 2021

EVERY MEMBER
who sponsors a new member
with an application date on or between
September 1 – December 31, 2020
will receive a
**\$40 Gift Card to any
Vermont-Based Business**

Member Recognition

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

Mollie Lannen

CW Print & Design, Queen City BNI

Julia Scott

JScott Marketing & PR, Champlain Connections 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

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

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

Heather Belanger

Lacillades Home Design, Queen City BNI

Mollie Lannen

CW Print + Design, 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

6 Months Perfect Attendance (cont.)

Christophe Lissarrague

Poze Catering, Wealth Builders BNI

Derek Murray

Rob Shea Carpentry, 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

Kristin Dearborn

Edward Jones, Heart of Vermont BNI

Brian Miller

Green Mountain Resolution, Integrity BNI

Chad Hayes

Carter Insurance, Middlebury BNI

Dutton Smith

Home Smith Services, Middlebury BNI

Amy Wolf

Edward Jones, 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

Susan Lackey

Perfect Image Fashions, Wealth Builders BNI

Beth Martell

Beth Martell Coaching, Shelburne BNI

Blair Knowles

Ridgeline Real Estate, Prosperity BNI

Catherine Moller

Sidepony Boutique, Champlain Connections BNI

Geoff Garrow

Symmytree LLC, The Masters BNI

Jeremy Baldwin

Jeremy Baldwin Photography, Shelburne BNI

John Borch

Real Property Management Sterling, Wealth Builders BNI

Johnathan Quong

New England Electric, Champlain Connections BNI

Larry Hawley

The Vermont Agency, Prosperity BNI

Melendy Comey

Cabi, Prosperity BNI

Nicholas Roop

Commonwealth Financial Group, Prosperity BNI

Robert Caneco

Robert A Caneco R.A., Champlain Valley BNI

Rosann Kramer

Runway Auto, Champlain Connections BNI

Thomas Johnston

Trees Incorporated, Middlebury BNI

New Members - July 2020

Heather Morse

Green Tree Real Estate, Middlebury BNI

Gillian Franks

Feldenkrais with Gillian Franks, Shelburne BNI

Jim McCarthy

The Mill Market, Champlain Connections BNI

Mel Allan

The Real Voice, The Masters BNI

Renewed Members - July 2020

Travis Spencer

Kinney Insurance, Champlain Valley BNI

Tilyr Dunklow

Summit Chiropractic, Champlain Connections BNI

Michael Hughart

Kinney Insurance, Integrity BNI

Amber Thibault

Bauer Gravel Farnham, LLP, Wealth Builders BNI

Michael Languasco

Peoples United Bank, Champlain Valley BNI

Nicole Tatro

Elite Health and Wellness, Champlain Valley BNI

Tracy Stolese

Shelburne Gift Company, The Masters BNI

Sharon Grimes

Sharon Grimes Accounting LLC, Heart of Vermont 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



BNI Vermont

PO Box 64737 · Burlington, VT 05406

Phone: 802-557-0111

Vickie@BNIVermont.com

www.BNIVermont.com

BNI[®]

Changing the Way the World Does Business[®]