



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

*By all these lovely tokens, September days are here, with summer's best of weather, and autumn's best of cheer.*

- Helen Hunt Jackson

**C**ONGRATULATIONS BNI VERMONT on completing yet another year of successful Chapter Team Training! Having seen years of Septembers roll through BNI Vermont, I have come to learn that this month sets the tone for our next twelve months of successes and struggles, joys and frustrations. This is the month of real preparation and commitment to the Leadership Team Transition. Some chapters falter through this month, with an outgoing team that is tired and unengaged, and an incoming team that hasn't been encouraged and supported to step up. Some chapters open up the lines of communication, creating transparency and collaboration, resulting in a tighter knit and trusting chapter. We all have a role to play in our combined success, and we here at BNI Vermont are very enthusiastic to support your enjoyment and growth through not just this annual transition, but your entire membership! Don't hesitate to take the reins and set higher levels of achievement in this coming term!

This month also achieves the milestone of 6 months in our BNI Online environment! We've all put BNI's Traditions + Innovation Core Value through its paces, and will continue to do so! This year has been new, difficult, and profound, and will probably continue to be so over the coming months. You all have made incredible achievements over these last months! Remember that we came to our BNI chapters to build our businesses, and we stay with our chapters for both

business AND personal support and success. Don't stop looking out for one another, checking-in, and caring. We're not done caring and trying and succeeding for each other, because this is BNI, and this is what we do together!

Happy Networking everyone, and Cheers to your 2020-2021 term!



**Vickie Wacek**  
BNI Vermont  
Executive Director

## Monthly Networking Tip: There Are Many Great Side Effects to BNI Policy #1

The *One Person Per Profession* policy. One of my favorites is that we are our chapter's expert in our field, and as such, we are responsible for the training and insights that these adults will absorb over the coming years. It also means that we are Leaders in our chapter. We lead the rest of the membership in our area of expertise; guide them to see the powerful benefits of what we do and how we do it; set the tone and culture for our industry. These are all attributes of a leader.

You may be thinking I've never considered myself a leader. If so, consider this. A leader possess a combination of many traits, including: clarity of vision, decisiveness, passion and humility... to name a few. When I look out at the hundreds of professionals gracing the BNI Vermont membership, I see these traits. What is missing for many of us is the realization that we are Leaders and stepping up to wear that mantle proudly! When we, as a member/chapter/region take that mental step up and recognize the power we have and the good we can accomplish, we could change this world for the better beyond our wildest dreams!

So how do you put this new insight to work? First, believe it. Don't take this for idle prattle. Second, step up. Step up into your role as a trainer in your field; in the chapter role you've accepted in the coming year; as a mentor to your fellow members in their word-of-mouth marketing journey. My dream of \$5 million a year chapters will be a joke in short time when we all step up and become the leaders they are meant to be!

- 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.

**August 19:** [Episode 669:](#) I Refuse to Participate in a Recession

**August 26:** [Episode 670:](#) Networking Is a Contact Sport (Classic Podcast)

**September 2:** [Episode 671:](#) Inviting Visitors is (Even) Easier

**September 9:** [Episode 672:](#) Being Intentional about Diversity

### **Additional Podcasts**

BNI New Hampshire Executive Director, Tim Roberts, has been presenting his own BNI based podcasts for a couple years. Check out the **BNI & The Power of One** and **Success Through Referrals** Podcasts by visiting your podcast provider, such as Stitcher, Castbox, Spotify, and more.

# 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)

## 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.

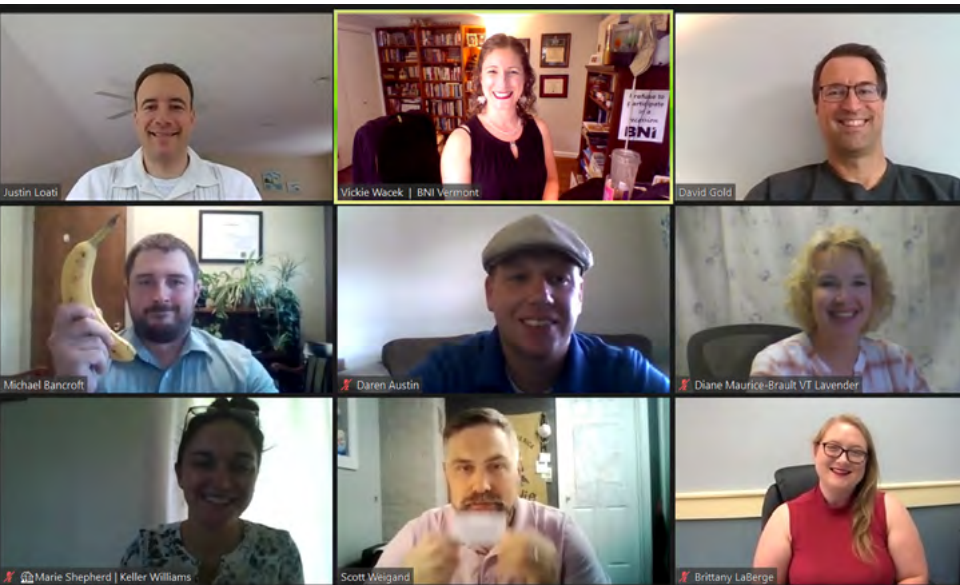
### Advanced Member Success Program Friday, November 20, 2020

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



September Crossroads BNI Chapter Member Success Program participants.

# From the BNI Team



**John Jacob**

*BNI VT Ambassador*

## Pure Joy in One-to-Ones!

*By John Jacob, BNI VT Ambassador*

I recently celebrated my third anniversary with BNI and I can say that I am most passionate about the 1:2:1 process! Not only is it the most important tool in expanding our businesses, but it helps us grow both personally and professionally. After 36 years in the corporate world with GE and IBM, diving into a second career in small business was exciting and challenging — but Wow, did I have a lot to learn! I could have retired, but given the longevity in my family (seven relatives made it between 95 and 105) I figured I could work another 20 years and still enjoy a 20-year retirement! My 401K would appreciate that!

I knew that during this new phase of my life, I wanted to work with small businesses. Small business is the engine that fuels the economy! When you work in a corporation, there are a lot of talented people who do their job well for the good of the company. Many enjoy their jobs, but that's what it becomes - a job. What I find fascinating during the 121 meetings is the passion displayed by our local business owners and entrepreneurs. Many have turned their hobby or passion into a successful business and continue to love waking up and 'going to work'. As a new entrepreneur myself, I enjoy watching the excitement of hearing how they started their business and the challenges they overcame. In a corporation you rarely get to see the connectivity of the dozens of businesses required to bring a product or process to market. Corporations have dedicated sales teams selling to big contracts and are supported by dozens of specialized teams. With the exception of a customer service team, few individuals in a company have contact with customers. All of us as owners deal with our lifeblood - our customers! I am fascinated by the interlocking relationships of many businesses.

Finding and keeping customers is tough and there are no better teachers than our peer members. I've lost track of the number of solutions to problems I've found during my 150+ 121s. I'm not just referring to finding a printer or chiropractor, but day-to-day issues that arise. There's not much that hasn't already been experienced by someone. The more 121s, the more possible solutions you will find!

121s are the best way to spawn referrals. It's a rare 121 that doesn't lead to a referral – either for the member I'm speaking with or to someone that member can use. If you see someone drinking coffee, you can mention, "Hey, have you tried SawDog or Brave?". Or if they are looking for a gift for an anniversary, you can mention, "Checkout Lavender Lady". There are so many examples.

But my favorite part of the 121 process is the GAINs sheet, where the personal information provided leads to fun discoveries of shared interests, which leads to deeper personal relationships. On my GAINs sheet I have mentioned places I've visited, my bucket list item of visiting the Grand Slam of tennis, Civil War book collection and (for those over 50) my vinyl collection. All of which have led to friendships and additions to my bookshelf and record library!

So schedule those 121s! Help your business and yourself!

## About the Author

### Wealth Builders BNI

Meets Wednesdays, 8:30 – 10:00 am

Wealth Builders Virtual Meeting Room

**Current Roles:** Visitor Host; Ambassador, BNI VT

**Past Role:** Education 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

### SEPTEMBER

- 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
- 9/22 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](#)



August Leadership Team Roundtable participants.

# Member Recognition

## BNI Member Profile of the Week

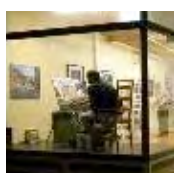
Each week we feature one BNI Vermont Member on all of our social media outlets. If you would like to be considered for this opportunity, be sure to visit [www.BNIConnect.com](http://www.BNIConnect.com) and update your User Profile in full, including your headshot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.



**Robin Freeman**  
*Real Estate Attorney*  
**Earle & Freeman, PLC**  
Heart of Vermont BNI, Montpelier



**Holly Lemieux**  
*Estate Planning Attorney*  
**Holly K Lemieux, Esq, PLLC**  
Integrity BNI, Essex



**Reed Prescott III**  
*Artist*  
**Prescott Galleries @ Verde Mountain**  
Middlebury BNI, Middlebury



**Jessica Hubis**  
*Baker*  
**Missing Piece Bakery**  
Prestige BNI, Saint Albans



**Brittany Karkut**  
*Health Coach*  
**Happy Sprouts Wellness**  
Queen City BNI, Burlington

## Chapter Growth

BNI Vermont chapters have just launched the 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

### **Gina Buchanan**

Buchanan Virtual Office LLC, The Masters BNI

**First Perfect 100 in The Masters BNI History!**

## Chapters In The Green - August 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

### **Allison Bogan**

Precision Chiropractic, Shelburne 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

### **Alison Davis**

Quantum Leap Capital, Champlain Valley BNI

### **Diane Maurice-Brault**

Vermont Lavander, Crossroads BNI

### **Julia Wilk**

Work & Web Design, Heart of Vermont 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

### **Christophe Lissarrague**

Poze Catering, 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

# 6 Months Perfect Attendance (cont.)

**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

**Dutton Smith**

Home Smith Services, Middlebury BNI

**Amy Wolf**

Edward Jones, Queen City BNI

**Tracy Stolese**

Shelburne Gift Company, The Masters BNI

**Susan Lackey**

Perfect Image Fashions, Wealth Builders 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

**Thomas Johnston**

Trees Incorporated, Middlebury BNI

**Angela Zaikowski**

Bennett & Zaikowski P.C., Champlain Connections BNI

**Jay Vallieres**

Movement Mortgage, Champlain Connections BNI

**Jessica Hall**

Inspire Physical Therapy, Champlain Connections BNI

**Sharon Grimes**

Sharon Grimes Accounting, LLC, Heart of Vermont BNI

**Sharon Winn**

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

**Soren Pfeffer**

Central Vermont Real Estate, Heart of Vermont BNI

**Amy Crawford**

Clover Ridge Media, Integrity BNI

**Kylie Billings**

KeyBank, Integrity BNI

**April Lajeunesse**

The Passionate and Purposeful Life, Prosperity BNI

**Jeff Teplitz**

Academy Mortgage Corporation, Prosperity BNI

**Erin Perrin**

Academy Mortgage Corporation, Queen City BNI

**Alice Lissarrague**

Lissarrague College Guidance, Shelburne BNI

**Ben Raphael**

Wooden Hammer, Shelburne BNI



# 6 Months Perfect Attendance (cont.)

**Beth Hartmann**

Imagine Wellness, Shelburne BNI

**Kate O'Malley**

Juice Plus+, The Masters BNI

**Steve Hartmann**

Affiliated Associates, The Masters BNI

## New Members - August 2020

**Steve Fuchs**

Healthy Food, Healthy Planet, Nutrition and Habits Coaching,  
Champlain Connections BNI

**Michael Havemeyer**

Wealth Advisory Group, Heart of Vermont BNI

**Stephanie Mack**

Account Mobility LLC, Prosperity BNI

**Thomas Dukeshire**

Rural Techs LLC, Queen City BNI

**Alisa Carrafiello**

AC Pilates, The Masters BNI

**Chris O'Grady**

Green Mountain Payments, The Masters BNI

**Kristy Benoit**

Balance to Thrive in Wellness, LLC, The Masters BNI

## Renewed Members - August 2020

**John Clark**

The UPS Store, Champlain Connections BNI

**Johnathan Quong**

New England Electric, Champlain Connections BNI

**Julia Scott**

JScott Marketing & PR, Champlain Connections BNI

**Richard Fox**

Law Office of Richard J. Fox PLLC, Champlain Connections BNI

**Tara MacAskill**

MacAskill Law PLLC, Champlain Valley BNI

**Barb Alpert**

Shabda Wellness, Crossroads BNI

**Robert Miller**

Rob's Home Improvements, Middlebury BNI

**Mason Graddock**

Essex Agency, Prosperity BNI

**Allison Bogan**

Precision Chiropractic, Shelburne BNI

**Beth Hartmann**

Imagine Wellness, Shelburne BNI

**Diane Ravenscroft**

Home Designs LLC, Shelburne BNI

**Robert Diaco**

Sign-a-rama, Wealth Builders 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](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**

PO Box 64737 · Burlington, VT 05406

Phone: 802-557-0111

Vickie@BNIVermont.com

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

# **BNI**<sup>®</sup>

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