



Givers Gain[®] Monthly

From Our Executive Director

I wish that every day was Saturday, and every month was October. - Charmine J. Forde

IT'S HARD TO COMPARE ANY MONTH TO OCTOBER

when it comes to the vivid colors, smells of fall, and bounties of our gardens. Regardless of how strange 2020 has been, we still have our glorious October to ring in the new BNI Term!

And speaking of, welcome to our 2020-2021 Teams! This annual chapter-wide transition brings in new ideas and insights, and helps all of us level up. Progress is part of business and of BNI, and with a new team to support us, our visitors, our new members, and more, we all get to reap the benefits. The key to making sure we get results is in how every one of us takes responsibility for our role. When fellow members 'sit it out', the entire community suffers. It really does take a village to support everyone's success in our BNI chapters.

We also want to thank all of our 2019-2020 teams. BNI is run by members, and it's your efforts over the last 12 months that have allowed us to create an environment of support, joy, and success. Their actions over the last year have allowed you to set a new BNI Vermont record: **\$10 MILLION was generated by BNI Vermont** members in a single term – and all of this in a pandemic! While so many businesses are struggling, you all have pivoted, gotten creative, stayed focused, and come together to overcome that struggle. It is an honor to support all of your actions!

With the close of 2020 we are putting our efforts into your **Drive For Five** results. We know that an important part of your membership is having a growing chapter, both in money and in members. You are encouraged to work as the amazing teams that you are to attract other driven, passionate, and committed professionals to your chapter so that both you and they reap the benefits of 'many hands make light work'. Cheers to your 2020-2021 term!



Vickie Wacek
BNI Vermont
Executive Director

Monthly Networking Tip #1: Outlook, Intention, and Expectations

[Watch video on YouTube](#)

We've all heard the saying that *Life is a Mind Game*. We've learned this lesson in real time through repetition and experience; that what we **think** results in what **happens**. This concept, simplified, is called Managing Expectations. And in our BNI membership we experience exponential growth and joy when we all learn to be aware of and manage our expectations.

The real life application of this concept starts with **Choosing to Observe Yourself**. Our expectations tend to be so ingrained that we aren't even aware of them, and without realizing it, we find ourselves frustrated, angry, or overwhelmed because we wanted something to go one way, and then reality sets in.

The second step is to **Take Action**. This means redirecting your thoughts in more productive ways. Instead of "I'll be late if I don't get there in 20 minutes!" try "I'll get there when I get there". The result will be arriving at your destination relaxed, calm, and engaged.

To keep the momentum, your third step is to **Get Curious**. This means opening up to possibilities. Maybe you're frustrated about attending a work or BNI training for the fourth time. Instead of setting yourself up for a miserable experience, get curious about what opportunities might arise!

Fourth, we have the importance of **Surrendering**. This means taking a deep breath, going with the flow, and giving yourself and those around you Grace enough to be the flawed and amazing humans that we are.

Now, all of this said, let's be clear that Managing Expectations isn't about removing goals and drive. You are on a journey to success and happiness, and that entails having a vision. What we're talking about is the difference between thinking yourself into frustration, anger, and overwhelm, or thinking yourself into curiosity, opportunity, and happiness.

- Vickie Wacek, Executive Director, BNI Vermont

Monthly Networking Tip #2: Excuse Me... What Are You Wearing?

Don't you love working from home? It means getting a few more minutes of sleep, taking a few extra moments over that first cup of coffee, and the freedom to wear whatever we want to work. For me it's meant an increase in jeans and slippers, and a decrease in trousers and high heels. But there's no reason for our clients, referral partners, and co-workers to know! See, the thing about PJs, t-shirts, baseball caps, and bedhead is that it tells anyone who sees us that we've stopped caring. It says that we're no longer in the right head space to be productive. So take a few minutes to throw on a clean shirt, to brush your hair, and take some deep, cleansing breaths. Remember that every time someone sees you, regardless of how long you've known one another, you are still communicating a LOT about your mindset. You don't want to people to interpret your lazy clothing as being unfit to do business. Yes, we still judge a book by its cover, and your clothing is your cover. In short - **in this world of Zoom meetings, make sure you dress appropriately.**

- Vickie Wacek, Executive Director, BNI Vermont

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 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 who 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

November 30, 2020 · 4:00 – 6:00 pm

January 25, 2021 · 4:00 – 6:00 pm

March 29, 2021 · 4:00 – 6:00 pm

Location for all New Member Skills Workshops:

Virtually hosted until further notice

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.

September 16: [Episode 673](#): Proactive Referrals

September 23: [Episode 674](#): The Amazing Speaker Switch

September 30: [Episode 675](#): "Can't Do" or "Won't Do"

October 7: [Episode 676](#): 7 Principles of Givers Gain®

October 14: [Episode 677](#): How to Build Your VCP on Zoom

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.



Planting Seeds with Humor!

By Katie Frederick, BNI VT Ambassador

We all love what we do and are passionate about how we do it. However, passion alone may not help sell your services if those who hear you don't understand what it is you're passionate about. Every week you attempt to isolate a common denominator that will effectively explain your referral, while at the same time making it stick in your fellow members and visitor's memory. But how can I translate my passion into a neatly packaged 60 seconds?

I've found the answer lies in gardening with laughter; planting seeds of humor that will grow into funny anecdotes and sprout referrals.

For example, I'm a nerd for all things occupational safety and health, but to most, safety training is inherently boring. To the lay person, a discussion about checking electrical power cords for splices or the importance of a grounding pin isn't a very glamorous topic. So I've got to include something memorable to make what I've said resonate.

Humor is part of my brand. The services I offer include training that most folks are required to take as a part of their job. With the exception of myself, I've yet to find a person that looks forward to the safety training scheduled by their employer unless lunch included. Pizza and subs always make safety training less awful, but I can't bring a pizza or subs to my BNI Meetings (well, I could, but that's another article about nutrition that I'll leave for someone in the Wellness Contact Sphere).

How can I sell 8 hours of electrical safety training to Realtors and chiropractors? Make it stick with...Humor!

How do I promote 30 hours of construction safety training? A funny anecdote about a course I taught that engaged everyone the entire time!

How can I get my fellow members and visitors to remember what I'm telling them? People will remember what made them laugh!

Think about it: What genre of movie gets quoted the most? Comedies!

My task each week when preparing my presentation is to get my point across by balancing humor and information. In that moment when I make a fellow member or visitor laugh, that person will tuck away some portion of my presentation and surely remember that "funny Safety Lady".

Boom. Seed planted!

My goal is that the BNI member who heard my presentation hears a keyword spoken by a potential referral and shares the funny tidbit.

It's important to remember that there is subject matter that just isn't funny (people getting injured is never funny), so that means a lot of quality control that goes into the humorous parts of my presentations. Don't fall into the trap of discrediting yourself. Climbing out will be a long struggle and will likely cost you referrals and possibly, respect. As BNI members we know to prepare our presentations in advance because being funny isn't always off the cuff. Even the best stand-up comics rehearse!

In closing, being memorable in your meetings is more than just the content you present. It's your personality, your passion, and your funny bone that will help plant seeds that will grow into referrals!

About the Author

Wealth Builders BNI

Meets Wednesdays, 8:30 – 10:00 am
Wealth Builders Virtual Meeting Room

Current Roles: Secretary/Treasurer; Ambassador, BNI VT

Past Role: Growth Coordinator

Events

New Chapters Forming!

Brattleboro
Bennington
Grand Isle
Manchester
Newport
Rutland

Springfield/Chester – 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

OCTOBER

- 10/8 National Speed Networking**
2:00 – 3:00 pm, Zoom Virtual Meeting Room
- 10/22 The Business Experience: Train the Trainer Level 2**
3:00 – 5:00 pm, Zoom Virtual Meeting Room
- 10/27 BNI Start Up Interest Meeting**
11:00 am – 12:30 pm, Zoom Virtual Meeting Room

NOVEMBER

- 11/2 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Zoom Virtual Meeting Room
- 11/10 BNI Start Up Interest Meeting**
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 11/12 National Speed Networking**
2:00 – 3:00 pm, Zoom Virtual Meeting Room
- 11/14 The Business Experience Series:
Mediating Professional Conflict**
3:00 – 5:00 pm, Zoom Virtual Meeting Room
- 11/16 - Advanced Member Success Program**
- 11/20** 1:00 – 3:00 pm each day, Zoom Virtual Meeting Room
- 11/24 BNI Start Up Interest Meeting**
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 11/30 New Member Skills Workshop**
4:00 – 6:00 pm, Zoom Virtual Meeting Room

DECEMBER

- 12/9 The Business Experience Series: Sights on Success**
3:00 – 5:00pm, Zoom Virtual Meeting Room
- 12/10 National Speed Networking**
2:00 – 3:00 pm, Zoom Virtual Meeting Room

[Register for Events](#)

Chapter Growth

BNI Vermont chapters have just launched the annual *Drive For Five* membership competition! We also look forward to celebrating new additions to the BNI Vermont Gold Club!

Build your business, build your chapter, and help your chapter drive to higher levels!

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

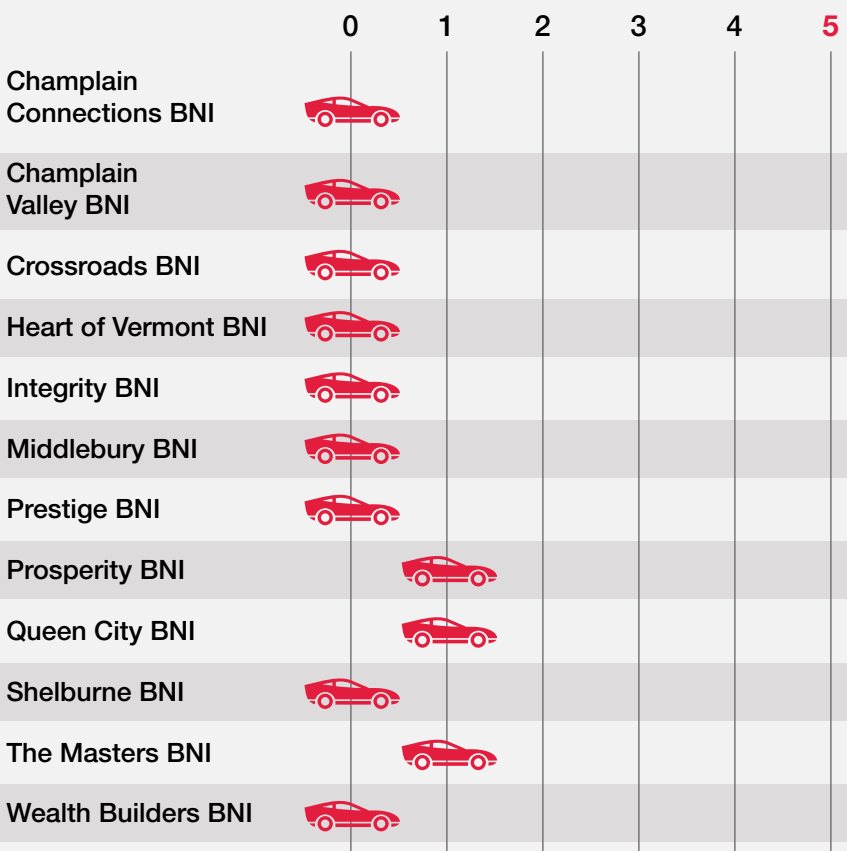
with an application date on or between

September 1 – December 31, 2020

will receive a

**\$40 Gift Card to any
Vermont-Based Business**

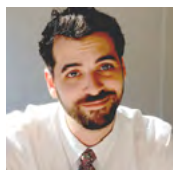
Number of New Referral Partners



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.



Alec Slater
Real Estate Attorney
Wiener & Slater PLLC
Prosperity BNI, Williston



Hobart Popick
Estate Planning Attorney
Langrock, Sperry & Wool LLP
Shelburne BNI, Shelburne



Geoff Garrow
Website Designer
Symmytree
The Masters BNI, Colchester



Peter Cassells-Brown
Solar
Mountain Energy Design
Wealth Builders BNI, South Burlington

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

Mollie Lannen

CW Print & Design, Queen City BNI

Gina Buchanan

Buchanan Virtual Office LLC, The Masters BNI

Christine Golden

Golden Consulting, LLC, Champlain Connections BNI

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

Diane Maurice-Brault

Vermont Lavander, Crossroads BNI

6 Months Perfect Attendance (cont.)

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

Meghan Corbett

State Farm Insurance, Wealth Builders BNI

Rick Gomez

RVG Electric, Wealth Builders 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

Tracy Stolese

Shelburne Gift Company, The Masters 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

Robert Caneco

Robert A Caneco R.A., Champlain Valley BNI

Thomas Johnston

Trees Incorporated, Middlebury 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

6 Months Perfect Attendance (cont.)

Alice Lissarrague

Lissarrague College Guidance, Shelburne BNI

Beth Hartmann

Imagine Wellness, Shelburne BNI

Kate O'Malley

Juice Plus+, The Masters BNI

Steve Hartmann

Affiliated Associates, The Masters BNI

Andrew Cate

Andrew Cate Photography, Queen City BNI

Brendan Walsh

Quantum Leap Capital, Shelburne BNI

Christine Golden

Golden Consulting LLC, Champlain Connections BNI

Darren Maynard

Maynard Clinic of Acupuncture, Champlain Connections BNI

Julie Goodall

Genesis Consulting, Shelburne BNI

Kristen Mills

Ridgeline Real Estate, Wealth Builders BNI

Lance Garrett

Garrett's Properties, LLC, Integrity BNI

Lisa Taft Sylvester

Interrobang Design Collaborative, Inc., Queen City BNI

Marie Shepherd

KW Vermont, Crossroads BNI

Mary Catherine Jones

Voice Over Vermont, Champlain Connections BNI

Mary Whitcomb

Stella Maris Education, LLC, Champlain Connections BNI

Michael Hughart

Kinney Insurance, Integrity BNI

Nicholas Roop

Commonwealth Financial Group, Prosperity BNI

Paul Richardson

StoryWorkz Photography, Crossroads BNI

Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury BNI

Richard Fox

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

Timothy Monty

Professional Financial Associates, LLC, Integrity BNI

New Members - September 2020

Christine Badalamenti Smith

Yoga Oggi, LLC, Champlain Connections BNI

Matthew Rittenhouse

Baystate Financial, Integrity BNI

Megan Flood

Flood Financial Services, The Masters BNI

Julie Danaher

Ridgeline Real Estate, Queen City BNI

Japheth Brubaker

Liberty Mutual Insurance, Prosperity BNI

Suzanna Miller

Langrock Sperry & Wool, Queen City BNI

Julieta Rushford Santiago

Holistic Julieta, Prosperity BNI

Renewed Members - September 2020

Amy Wolf

Edward Jones, Queen City BNI

Geoff Garrow

Symmytree LLC, The Masters BNI

PJ Pfeifenberger

New York Life Insurance Co., Wealth Builders BNI

Josh Pepin

Office Systems of Vermont, Wealth Builders BNI

Peter Cassels-Brown

Mountain Energy Design, Wealth Builders BNI

Rick Gomez

RVG Electric, Wealth Builders BNI

Chad Hayes

Carter Insurance, Middlebury 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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