



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

**H**appy New Year, BNI Vermont! Welcome to the start of another amazing year with countless opportunities to partner and grow our businesses together. 2019 marks the start of BNI's 34<sup>th</sup> year and BNI Vermont's 18<sup>th</sup> year bringing professionals like you together, and as usual we have a lot planned over the next twelve months.

Here in Vermont our focus for this term is *"It Takes a Village."* We recognize how crucial a role we each play in our chapter and that our individual success rests in the actions of our fellow members and our own commitment. That's why it takes a village for everyone in a BNI chapter to succeed! Looking to the new year, we here at BNI Vermont are eager to play our role! We are growing our team this year which means more Ambassadors and Director Consultants coming on board, and more specialty Coordinators overseeing specific areas of the village. We'll be hosting the 6<sup>th</sup> Annual BNI Vermont Banquet on Friday, April 12<sup>th</sup> (have you marked your calendar?), the annual BNI summer picnic (tentatively scheduled for Friday, August 16<sup>th</sup>), and Chapter Team Training on September 9<sup>th</sup> and 10<sup>th</sup>. PLUS we're working to build the BNI Vermont family by adding a couple new chapters by the end of the year (locations TBD).

On top all of these events, The Business Experience workshops will be continuing throughout the year. We are providing Chapter Member Success Programs to every chapter in the state to make this annual workshop easy for

you to attend. And almost every chapter in Vermont will be hosting their annual Visitors' Day throughout the winter and spring!

We're busy working hard for you. Keep your eyes peeled for our January Member Survey coming out later this month, and keep your ideas coming. Last, but by no means least, thank you for being a part of our BNI family!



**Vickie Wacek**

BNI Vermont Executive Director

## Monthly Networking Tip: Profit, Prosperity and Visitors

**\$33,000!** That's how much BNI Vermont members made from Visitors in 2018! Not a bad chunk of change! And we know that this number is 5 to 10 times lower than should be because we members don't remember to submit TYFCB from visitors and substitutes. Raise your hand if a visitor or substitute has used your services without becoming a BNI member? At your next meeting look around the room – I've asked this question at many Vermont BNI meetings and it's amazing how many hands go up! Non-BNI members are a huge benefit to our membership for more reasons than I can list. So allow me to share how we can work as a regional team to get the most out of these new relationships. First: **Tracking**. For those of you who raised your hand, it's just as important to submit TYFCB from non-BNI members as it is from our BNI members. When we drop this ball we are not able to see the real total income received through our BNI commitment, and it throws off our chapter's gross TYFCB numbers. Second: **Referring to Other Chapters**. The power of BNI lies in relationships, and building as many relationships as possible is the key to successful word-of-mouth networking. This means we need to agree state-wide to introduce our visitors and substitutes to other chapters! For this to work we need to: A) know the chapters around us and, B) have an idea of the other professionals in those chapters. Use [BNIVermont.com](http://BNIVermont.com) to access chapter details and rosters, and take the time to register visitors for other meetings through the website! When 100% of us make these two shifts, we will all benefit from the increase in visitors to our meetings, and the income to our businesses!

- 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.

December 19: [Episode 589](#): Following the BNI System

January 9: [Episode 590](#): I'm Really Busy

### **BNI The Power of One Podcasts**

BNI New Hampshire Executive Director, Tim Roberts, has been presenting his own BNI based podcasts for a couple years, and BNI Vermont recently adopted these podcasts. Visit [www.BNIPowerOfOne.com](http://www.BNIPowerOfOne.com) to learn more.

### **Success Through Referrals Podcasts**

One of BNI's missions statements is to change the way the world does business, and BNI Executive Director, Tim Roberts, has really put that into action by creating [www.SuccessThroughReferrals.com](http://www.SuccessThroughReferrals.com). This website helps non-BNI business professionals with their word-of-mouth marketing efforts.

# 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)

## SuccessNet – BNI e-Newsletter

BNI's monthly e-newsletter features first hand perspective from some of the world's most renowned networkers, leaders and public speakers, as well as networking stories from BNI members, ambassadors and directors from around the world.

### [VIDEO: New in BNI Connect – BNI's Worldwide Referral Feature](#)

By Graham Weihmiller, BNI CEO

### [How Do You End a Conversation?](#)

By Ivan Misner, Ph.D, BNI Founder

### [Are You Ready For #INW19?](#)

By Daniel Dixon

### [Keep the Giving Spirit Alive!](#)

Submitted by David Kauffman, BNI Foundation Vice Chair

### [BNI Member Moments: Stories of Success](#)

## 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.



### **Alan Kinney**

*Insurance: Business/Commercial*

**Kinney Insurance Agency**

Prestige BNI, St. Albans



### **Mesa Tuco**

*General Contractor*

**Horizons Home Renovation**

Prosperity BNI, Williston



### **Jamie Kearney**

*Massage Therapist*

**Anima Mundi Coaching**

Queen City BNI, Burlington



### **Allison Bogan**

*Chiropractor*

**Precision Chiropractic**

Shelburne BNI, Shelburne

# From the BNI Team



**Stephanie Mack**

BNI Ambassador

## Go to the Fiscal Gym in 2019!

*By Stephanie Mack, BNI Ambassador*

It's the start of a new year and everyone talks about Goal Setting. Personally, you might be getting back to the gym, eating healthier or even choosing to reach out to distant family members. Now you need to set goals for your business. Like personal goal setting, business goal setting is imperative to the health and success of your company. You don't want to shoot from the hip when important decisions need to be made. Here is the workflow you can use to set your 2019 Business Goals:

1. Analyze the past and dream for the future. After your books are reconciled for the year, pull your Profit and Loss report and modify it by Percentage and Compared to Prior Year. Review which profit centers and expenses increased or decreased and then think about why? Think about the prior year and the upcoming year. Consider any changes you may need to make and write them down. Note any goals which require monetary reserves or any necessary purchases. Once you have your consolidated thoughts for the upcoming year you are ready for the next step. Reorganize and number your intended financial changes. You will need these notes later on when you review or cannot remember why you made certain monetary adjustments.
2. Create your 2019 Business Budget. Use the Budget tool in your accounting software – I promise it is in there somewhere! Use your review and dream notes from your Profit and Loss step. Apply these notes and change them into realistic financial changes, positive or negative. Apply these changes by creating a Budget. This is typically pretty easy if you have a whole prior year of data to use as your starting point. You may need to add new lines for new purchases to account for the costs, or you may need to set a larger advertising budget if you're allocating funds for growth.
3. Make your Budget Changes known. Tell people you are going to the fiscal gym and implementing financial change for 2019. The more people you tell, the more you will hold yourself accountable. You may need to inform your Accounts Payable department, or you may need to change processes so that all payments are reviewed by you instead of being sent out without your knowledge.
4. Review Monthly or Quarterly. Pull the Budget to Actual report for the prior month or prior quarter to see if you and your team are on budget. Only revise the budget of some large unforeseen circumstances were not accounted for. Go back to your notes and add in the numbered change. Otherwise don't change your budget!
5. Reward. Much like you would buy a new suit or dress if you lose those 25 pounds, build into your fiscal budgeting plan a monetary reward upon each review. Make sure these are pre-planned reviews. Give yourself a bonus and any one who helps meet your goals (if they are an active member of your company). Even if it's \$100, let yourself feel the monetary reward. All too often business owners give incentive bonus to the employees, but not to themselves. Self reward will add to your own love of your business.

## About the Author

### Member of Queen City BNI

Meets Wednesdays, 11:30 am – 1:00 pm  
Main Street Landing, Second Floor, The Board Room  
60 Lake Street, Burlington

**Current Roles:** Ambassador, BNI VT, Secretary/Treasurer, Queen City BNI

**Past Roles:** Education Coordinator, Queen City BNI



# BNI Events

## New Chapters Forming!

Bennington

Brattleboro

Hinesburg – In the works. Do you know anyone in the area?  
Send them our way!

Manchester

Milton

Newport

Rutland

St. Johnsbury

### STOWE

**Interest Meeting** scheduled for January 30!

This is one of the first steps in starting a new chapter!  
Please share this event link with Stowe area professionals  
you know who would like to learn more about BNI.

Waitsfield

Contact Heather Belanger, Chapter Launch Director,  
802-233-9737

## 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.

### Member Success Program Workshop

January 28, 2019 • 4:00 – 6:00 pm

Holiday Inn, Williston Road, Burlington

### Member Success Program Workshop

March 25, 2019 • 4:00 – 6:00 pm

Holiday Inn, Williston Road, Burlington



Champlain Connections BNI MSP attendees in January.

# Calendar of Events

## JANUARY 2019 *Happy New Year!*

- 1/23     **The Business Experience: Positivity to Profit – Minding your life and your business**  
3:00 – 5:00 pm, Fee: \$20 for members,  
\$30 for non-members
- 1/28     **Member Success Program Workshop**  
4:00 – 6:00 pm, Fee: FREE for members

## FEBRUARY

- 2/4     **BNI Vermont Leadership Roundtable**  
2:00 – 5:00 pm, Fee: FREE
- 2/13    **Queen City BNI Visitors' Day**  
11:30 am – 1:30 pm, Fee: FREE
- 2/26    **Champlain Valley BNI  
Member Success Program**  
9:30 am – 12:30 pm, Fee: FREE for members,  
\$30 for non-members

## MARCH

- 3/7     **Shelburne BNI Member Success Program**  
10:00 am – 1:00 pm, Fee: FREE for members,  
\$30 for non-members
- 3/14    **Visitor Host Training**  
3:00 – 4:30 pm, Fee: \$30 for members
- 3/15    **Champlain Connections BNI Visitors' Day**  
7:30 – 9:30 am, Fee: FREE

[\*\*Register for Events\*\*](#)

# Member Recognition

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

**Mollie Lannen**

CW Print & Design, Queen City BNI

**Michael Hughart**

Kinney Insurance, Integrity BNI

## 6 Months Perfect Attendance

**Bob Boucher**

Dependable Service, Middlebury BNI

**Curtis Gross**

Nutrimost Vermont, Shelburne BNI

**Alison Davis**

Quantum Leap Capital, Champlain Valley BNI

**Michael Sealy**

BTV Creative, Champlain Valley BNI

**Robert Caneco**

Robert A. Caneco, R.A., Champlain Valley BNI

**Dutton Smith**

Homesmith Services, LLC, Middlebury BNI

**David Beckett**

David Beckett at Chenette Real Estate, Champlain Valley BNI

**Chandra Pollard**

Union Bank, Crossroads BNI

**Katie Paquette**

Moments By Kate, Wealth Builders BNI

**Shannon Bushey**

Digital DJ, Wealth Builders BNI

**Robert Schwartz**

Great Northern Construction, Integrity BNI

**Charles Goodman**

Goodman Construction, Inc., Crossroads BNI

**Jose Lastres**

CW Print + Design, Crossroads BNI

**Timothy Boltin**

Delicate Decadence, Crossroads BNI

**Kristen Ginsburg**

Vermont Custom Fitness, Middlebury BNI

**Mollie Lannen**

CW Print + Design, Queen City BNI

**Erik Kolomaznik**

CK Financial Resources, Shelburne BNI

**John Kelliher**

NRC East Environmental Services, Wealth Builders BNI

**Jackie Budgor**

The Goddess Whisperer, Champlain Valley BNI

**David Gold**

Edward Jones, Crossroads BNI

**Jacob Gouge**

Gouge Electric, Heart of Vermont BNI

**Larry Hawley**

The Vermont Agency, Prosperity BNI

**Allison Bogan**

Precision Chiropractic, Shelburne BNI

**Michael Bancroft**

Paige & Campbell, Inc., Crossroads BNI

**Tracie Lewis**

Great Eastern Radio, Crossroads BNI

## 6 Months Perfect Attendance (cont'd.)

**Madelief Becherer**

Green Legacy Builders LLC, Heart of Vermont BNI

**Robin Freeman**

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

**Timothy King**

Timothy King Attorney at Law, Middlebury BNI

**Eric Steele**

Blue Morpho Technongies, LLC, Shelburne BNI

## New Members - December 2018

**Alexandra Carroll**

LGCY Power, Prosperity BNI

**Bobby Ibarra**

Structural Integration, Shelburne BNI

**Brian Miller**

Brian H Miller Conflict Consulting, Integrity BNI

**Gabriel Lajeunesse**

Edward Jones, Queen City BNI

**Jason Decoteau**

Bankers Life and Colonial Penn, Crossroads BNI

**Jason Marko**

Drs. Marko Family Chiropractors, The Masters BNI

**Scott Weigand**

Brave Coffee and Tea, Crossroads BNI

**Shelley Cochran**

Cochran's Monuments, Crossroads BNI

**Steve Redmond**

Rival Brands, Shelburne BNI

**Travis Jones**

Trav Does Tech, Queen City BNI

## Renewed Members - December 2018

**Brian Haas**

VIS Construction Consultants, Champlain Valley BNI

**Corey Hill**

Professional Financial Associates, LLC, Integrity BNI

**David Beckett**

David Beckett at Chenette Real Estate, Champlain Valley BNI

**Jackie Budgor**

The Goddess Whisperer, Champlain Valley BNI

**Sue Gosselin**

WIZN-WBTZ-WJOY-Hall Communications, Inc., The Masters BNI

**Tim Monty**

Professional Financial Associates, LLC, Integrity BNI



## 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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