



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

**W**elcome to April! Other than being the month of spring, this is also the month of chapter Stakeholders Meetings, the 6-month mark for you and your Leadership Team's term, and finalizing items for the **Fifth Annual BNI Vermont Awards Banquet on May 11<sup>th</sup>**. You can count on BNI Vermont to already be looking past this event towards the rest of 2018!

We just locked in the date for this year's annual **BNI Vermont Summer Picnic on Friday, August 17<sup>th</sup>** in the Upper Pavilion at Oakledge Park on the Burlington waterfront from 4:30 – 9:00 pm. You are encouraged to mark your calendars, bring your family (and 4-legged pets on leashes), your lawn games, and a potluck item to share. BNI Vermont will provide water, hot dogs, hamburgers, veggie burgers and the associated accoutrements. We're also going to keep the good weather coming – every year we have had outstanding weather for this event!

Coming up is the May Leadership Team Roundtable! This is basically a chapter Stakeholders meeting on steroids because every President, Vice President, and Secretary/Treasurer in the state comes together to share ideas and move you and your businesses forward. This is one of the many benefits of being on your Leadership Team. At this quarter's Roundtable we will be talking about the October Leadership and Supporting Leadership team transitions. This process starts

in June each year to make it as smooth as possible. Keep your eyes peeled for Nomination Forms!

Lastly, if you haven't attended one of The Business Experience workshops that BNI Vermont has been hosting, don't miss out! These workshops are directly related to the needs of a successful networker and BNI is eager to see you get the benefits of building your knowledge and getting more results from networking!



**Vickie Wacek**

BNI Vermont Executive Director

## Monthly Networking Tip: Get RESULTS from Your Online BNI Profile

Online profiles are nothing new. Each time you sign up for something, it tends to come with an opportunity to post your profile on the club, business, or organization's website. However, your BNI Profile is something very, very different, simply due to the Philosophy of BNI – Givers Gain®! What we've seen in BNI time and time again is that BNI members prefer to use the services of OTHER BNI members. This is mainly due to the fact that BNI members have been vetted for their membership, are continuously held accountable to Givers Gain by their Membership Committee, the giver gets 'credit' for Giving a Referral, and because the giver has a client who needs your skills – this is where your dynamic, completed profile is paramount! There are amazing stories out there about getting new customers all because you are a BNI member with a completed profile. We've also encountered equally depressing stories about incredible business opportunities lost because a member's profile was either incomplete, or the profile settings were turned off in BNI Connect, making it impossible for others to contact them. So today's Networking Tip is about making sure your BNI Profile is not only as **complete as humanly possible** ([click here](#) to view a BNI VT Completed profile), but also that the Settings in BNI Connect are turned on so that people are able to fully access your profile! This is where your **Settings** tab comes into play in your profile. Make sure your **Account Settings** are all turned to ALL so that you have the highest potential of being seen by anyone who visits your BNI Profile! Who knows, maybe you'll receive a referral from Texas or France!

- 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.

- March 21: [Episode 550](#): Monopolizing a One-to-One (Ask Ivan)
- March 28: [Episode 551](#): Announcing One-to-Ones During Referrals
- April 4: [Episode 552](#): Not Reporting Thank You for Closed Business
- April 11: [Episode 553](#): Vince Lombardi Got It Right

### **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.

## 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.

### [April 2018 Updates from the BNI Foundation](#)

By Emely Ferrer

### [Five Levels of a Referral](#)

By Ivan Misner, Ph.D BNI Founder

### [6 Ways to Enhance Your BNI Membership](#)

Submitted by Russell Bibens, BNI Vermont Ambassador

### [Do Higher Standards = An Even Stronger BNI Community?](#)

By Graham Weihmiller, BNI CEO

### [Buying a Share in Your BNI Chapter](#)

Submitted by Braith Bamkin, Executive Director – BNI Melbourne West & Geelong and Melbourne Central

## 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.



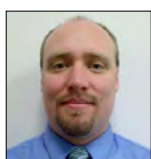
**Sarah Lipton**  
*Leadership Consulting*  
**The Presence Point, LLC**  
Heart of Vermont BNI • Montpeiler



**Michael Hughart**  
*Business/Commercial Insurance*  
**Kinney Insurance**  
Integrity BNI • Essex



**Todd Lefkoe**  
*Physician*  
**Vermont Spineworks and Rehabilitation**  
Middlebury BNI • Middlebury



**Tanner Hubis**  
*Legal Services Plans*  
**Primerica**  
Prestige BNI • St. Albans



**Katherine Elmer**  
*Alternative Medicine*  
**Burlington Herb Clinic**  
Prosperity BNI • Williston

# From the BNI Team



## The Four Fundamentals of BNI

*By Roger Schmidt,  
BNI Vermont Ambassador*

When we start our BNI membership, we see the potential for ourselves and our business. As we build our awareness, we put pieces together to reach that potential. All of these pieces are built on the Four Fundamentals of BNI. Can you name all four?

Did you say Givers Gain? Givers Gain is more like the penthouse above everything else.

Did you guess Thank You For Closed Business?

Actually, Thank You For Closed Business is the result of the Four Fundamentals. It's when you move into the penthouse to retire.

Fundamentals make up the foundation. Without the right support, the whole building will crumble. Knowing this, the critical Four Fundamentals of BNI are:

- 1) One to Ones
- 2) Referrals
- 3) Continuing Education Units
- 4) Visitors

One to Ones are when you meet with other BNI members to learn more about them so you can deep dive into their business. To make a One to One productive you need to learn exactly what the other member is looking for in order to grow their business. This information will allow you to give the other member good, strong Referrals of the quality and type they desire, and visa versa!

Continuing Education Units are what you use to further your education and learning. Some tools available include books, newsletters (like this one), webinars, podcasts, and seminars. All of these tools help you improve your business, become a more knowledgeable professional, and will make it easier to invite Visitors to your chapter meetings. Remember, each Visitor has the potential be worth several thousand dollars to you and your chapter as a whole!

If we decide we cannot afford to build all of the supports under our building, will it be strong or do we take the risk of it crumbling? [We really need all Four Fundamentals at the same time to make ourselves into strong members, to reach the full potential that is possible from our BNI membership, and to create strong chapters, regions, and a greater global organization.

The Going for the Green Report is a compilation of the Four Fundamentals, and yet, the first item on the report is Attendance. Why didn't I include Attendance as one of the fundamentals? Because if you don't show up, all that is left is a vacant space, which is not worth very much. Nothing else matters before Attendance because nothing else exists before Attendance. You must show up in order to create a platform for the fundamentals. It's as if Attendance is the ground upon which you build your structure – upon which you build your membership and full potential.

Because the fundamentals are so intertwined, they all build off of one another. We could actually say the Four Fundamentals make up a single unit. This shows us how important “The Power of One” is. And this is why the “Going for the Green Report”, with all of its powerful parts, will undergo a name change in the near future. Welcome to “The Power of One” report!

## About the Author

### **Member of Middlebury BNI**

Meets Mondays, 8:00 – 9:30 am

Middlebury Recreation Center, 154 Creek Road, Middlebury

**Current Roles:** BNI VT Ambassador, Vice President of Middlebury BNI

**Past Roles:** Membership Committee, Middlebury BNI

## New Chapters Forming!

Brattleboro - currently in the works

Manchester

Richmond

Rutland - Do you know anyone in the area?

Send them our way!

St. Johnsbury

Stowe

Waitsfield

Waterbury - currently in the works

## Member Success Program

Have you attended a Member Success Program recently? Member Success Programs are specifically intended for all BNI Members to gain more knowledge about being successful members of their chapters. It is recommended that members attend at least one Member Success Program every year to take full advantage of all BNI has to offer. If you have not attended an MSP recently, or if you have but would find going to another one in the near future beneficial, consider registering for an upcoming Member Success Program:

### ADVANCED MSP

Tuesday, May 22, 8:00 am – 5:00 pm

Holiday Inn, Williston Road, Burlington

Monday, June 18, 2:00 – 5:00 pm

Holiday Inn, Williston Road, Burlington



*March MSP Graduates.*



*Heart of Vermont Advanced MSP Graduates.*

## FIFTH ANNUAL

# BNI® VERMONT AWARDS BANQUET

This amazing annual event is just around the corner and you don't want to miss it! Bring a guest and join us for networking, great food and drinks, awards and dancing! Tickets are \$40 per person and **must be purchased in advance from your Chapter Event Coordinator by Friday, April 27.** We'll see you then!

**Friday, May 11, 2018**

5:30 – 10:00 pm

Double Tree Hotel (formerly the Sheraton)

Emerald Ballroom

870 Williston Road • Burlington, VT 05403

## Calendar of Events

### APRIL

- 4/12 Prosperity Visitor's Day!**  
9:30 – 11:30 am, Fee: FREE
- 4/12 BNI Member Success Program**  
3:00 – 6:00 pm, Fee: FREE for Members,  
\$30 for non-members
- 4/17 Champlain Valley Visitor's Day!**  
7:30 – 9:30 am, Fee: FREE
- 4/19 The Platinum Rule – Gain Skills for Better Communication**  
3:00 – 5:00 pm, Fee: for members: \$20,  
for non-members: \$30

### MAY

- 5/1 Integrity Visitor's Day**  
8:00 – 10:00 am, Fee: FREE
- 5/2 BNI Connect: The Power of Connect**  
3:00 – 4:00 pm, Fee: FREE
- 5/7 BNI Vermont Leadership Round Table**  
2:00 – 5:00 pm, Fee: FREE
- 5/9 BNI Connect: Track Activity Online and Mobile**  
3:00 – 3:30 pm, Fee: FREE
- 5/10 Shelburne Visitor's Day**  
8:30 – 10:30 am, Fee: FREE
- 5/11 5th Annual BNI Awards Banquet**  
5:30 – 10:00 pm, Fee: \$40 for all attendees
- 5/16 BNI Connect: Expanding your Network Through BNI Connect**  
3:00 – 3:30 pm, Fee; FREE
- 5/22 Quarterly Membership Committee Training**  
4:00 – 6:00 pm, Fee: for members \$30
- 5/23 BNI Visitors! From Invitation to Follow Up**  
3:00 – 3:30 pm, Fee; FREE
- 5/30 BNI Connect: Beyond the Home Page: Stats and Reports**  
3:00 – 3:30 pm, Fee: FREE

[Register for Events](#)

# Member Recognition

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

### Tim King

Timothy King Attorney at Law, Middlebury BNI

### David Gold

Edward Jones, Crossroads BNI

## 6 Months Perfect Attendance

### Tim King

Timothy King Attorney at Law, Middlebury BNI

### Larry Hawley

The Vermont Agency, Prosperity BNI

### Travis Spencer

Kinney Insurance, Champlain Valley BNI

### Susan Snider

Mad River Woolery, Crossroads BNI

### Dave Leinaweaver

D K Leinaweaver, CPA, PC, Middlebury BNI

### Tim Monty

Professional Financial Associates, Integrity BNI

### Casey Baczewski

South Burlington Physical Therapy, Wealth Builders BNI

### Daniel Fortin

Goss Cars, Wealth Builders BNI

### Robin Freeman

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

### Madelief Becherer

Green Legacy Builders LLC, Heart of Vermont BNI

### Todd Lefkoe

Vermont Spineworks and Rehabilitation , Middlebury BNI

### Brain Bonk

Champlain Chevrolet, Prestige BNI

### Eric Steele

Blue Morpho Technongies, LLC, Shelburne BNI

### Beth Martell

Beth Martell Coaching, Shelburne BNI

### Allison Bogan

Precision Chiropractic, Shelburne BNI

### Ben Raphael

Wooden Hammer, Shelburne BNI

### Heather Belanger

A. White & Son, Queen City BNI

### Johannes Ziegler

JZ Carpentry LLC, Champlain Valley BNI

### Mike McCarthy

Suncommon, Prestige BNI

### Rick Gomez

RVG Electrical Services LLC, Wealth Builders BNI

### Rosann Kramer

Runway Auto, Champlain Connections BNI

### Bob Boucher

Dependable Service, Middlebury BNI

### David Torrey

State Farm, Heart of Vermont BNI

### Gary Pinckney

G.W. Savage, Champlain Connections BNI

### Mike Dever

Acorn Painting, Middlebury BNI

### Robert Miller

Rob's Home Improvements, Middlebury BNI

## New Members - March 2018

**Michael Page**

Rose Computer Technology Service, The Masters BNI

**Karriann Poulin**

Mortgage Financial, a division of LendUS, Integrity BNI

**Alison Davis**

Quantum Leap Capital, Champlain Valley BNI

**Christophe Lissarrague**

Pozé Catering, Wealth Builders BNI

**Carol Feliciano**

802 Books and Taxes, Champlain Valley BNI

**Hillary Laplante**

Laplante's Plumbing & Heating, Champlain Connections BNI

**David Rose**

Rose Computers, Champlain Connections BNI

**Dana Hutchinson**

WorkTrain, Champlain Connections BNI

**Mark Lucia**

BrickKicker, Champlain Connections BNI

## Renewed Members - March 2018

**Jim Cohen**

JCohen Financial, Champlain Connections BNI

**Jay Vallieres**

Movement Mortgage, Champlain Connections BNI

**Jeff Dickson**

Dickson Law Office, PLLC, Champlain Connections BNI

**Tiana Roussin**

Acme Glass, The Masters BNI

**Aaron Smith**

S+D Landscapes LLC, The Masters BNI

**David Palmer**

Palmer Insurance Agency, The Masters BNI

**Ben Rapheal**

Wooden Hammer, Shelburne BNI

**Kate Dubenetski**

Hall Communications, Queen City BNI

**Mollie Lannen**

CW Print + Design, Queen City



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



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