



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

**H**appy September, Vermont! It's been a bit warm for some of us, while others are taking full advantage of 'boating season' as long as it stays!

We hope your experience at Chapter Team Training this week was outstanding! Remember that what we did this past week was about laying the foundation for the next 12 months. We provide you with a thoughtful and detailed manual followed by a few hours of group coaching and practice, then you are left to bring these roles to life. Every role in the chapter provides an opportunity for you to show your fellow Referral Partners that you are reliable, professional, and pay attention to the details. No one else in your chapter is given the responsibility you now have, so make the most of it and watch your chapter and your business flourish!

BNI Vermont has a long list of things on the docket for the coming months. Foremost is getting preliminary planning completed for the **Sixth Annual BNI Vermont Awards Banquet** on **Friday, April 12<sup>th</sup>** in Burlington. We are also onboarding two new Chapter Launch Directors, a number of new Ambassadors, and have our sights on bringing on a few more Director Consultants to support all of the amazing professionals throughout Vermont's 12 chapters. We are working closely with your new Leadership Teams to set the stage for growth for your chapters through their Chapter Business Plans, and are looking forward to the annual **BNI United States Conference** happening **April 4 – 6** in Dallas, Texas. Contact me if you'd like to join us for **Member Day** on **April 5<sup>th</sup>**.



As September comes to a close, remember that your current role doesn't disappear – mentoring the member who is taking on your role starting October 1<sup>st</sup> is crucial for a smooth transition. This annual tradition of Leadership Transition is about giving a voice to everyone in the chapter; it's about sharing experiences and showing us how important we all are to the group.

**Vickie Wacek**

BNI Vermont Executive Director

## Monthly Networking Tip: Handling Your Schedule

It's happened to all of us; our sick child or family member needs us at the same time that we're scheduled to meet with a client, or that phone call goes much longer than planned and now you're racing to get to that one-to-one. If there's one thing we can count on in life, it's that it will constantly change, and this is good! Even when sick, having children and family who love and needs us is wonderful. And those phone calls tend to go long because we are getting things accomplished. What bugs us the most is the discord in our carefully manicured schedule and our intention to be reliable and on time. Luckily, there are ways to overcome the discord and keep to your word to be on time.

- 1. You're Only Human:** We have a tendency to put more on our plate than we are capable of accomplishing. Boundaries are good. They keep you sane and your friends, family, clients, and fellow BNI members happy.
- 2. Find a Good Scheduling App:** Something like Calendly, Doodle, or Appointy. These apps will spare you the dreaded 'back and forth' that can happen when trying to set an appointment.
- 3. Open and Honest Communication:** When you are going to be late, don't expect your client or 1-2-1 partner to read your mind. Fall on your sword, and make sure never to make the same mistake two times in a row!

Handling your schedule is a responsibility only you can take charge of. These three simple steps will empower you, relieve stress, and help you get more done! Watch your business and BNI results soar when you put these steps into action!

- 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 22: [Episode 572](#): Focused Invite Days

August 29: [Episode 573](#): Dude, Where Are My Wheels?

September 5: [Episode 574](#): Knock the Socks Off Your Audience (Classic Podcast)

### **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.

### [VIDEO: Sixty Seconds in SuccessNet](#)

By Graham Weihmiller, BNI CEO

### [A Practical Litmus Test for Givers Gain](#)

By Chris Ray, BNI Cherry City Professionals Salem, OR

### [Body Language When Networking](#)

By Ivan Misner, Ph.D BNI Founder

### [Want to Help Turbo-Charge the BNI Brand?](#)

By Daniel Dixon

### [Beth Misner Awarded for Philanthropic Work](#)

By Emely Ferrer

### [2018 Global Convention - Important Reminders](#)

By BNI Staff

### [A Blessing Through Givers Gain](#)

By Barb Lynch, BNI Success Partners, Northeast Florida

## 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.



**Alison Davis**

*Financial Advisor*

**Quantum Leap Capital**

Champlain Valley BNI • So. Burlington



**Anita Hoy**

*Massage Therapist*

**Fluidly Moving Body Works**

Crossroads BNI • Berlin



**Madelief Becherer**

*Construction - General Contractor*

**Green Legacy Builders LLC**

Heart of Vermont BNI • Montpelier

# From the BNI Team



## Mollie's Guide to Finding Great BNI Substitutes

By Mollie Lannen,  
BNI Vermont Ambassador

A substitute in BNI is a person who attends your BNI meeting in your place. This person CANNOT be a member of your chapter, but can be pretty much *anyone* else.

### Mollie Lannen

BNI Vermont  
Ambassador

A substitute is also a powerful tool in BNI if utilized properly. The best thing you can do for your chapter is to show up; the next best thing is to send a quality substitute if you absolutely cannot make the meeting.

The best type of substitute is the kind that *qualifies as a visitor*. The perfect substitute is someone whose professional classification is open in your chapter and it is their first visit. YES - you get 'visitor points' when your substitute qualifies as a visitor! This substitute might purchase goods and services from your members, or be so impressed with your meeting that they put in an application.

It's easier than you think to find a substitute, and I recommend you start a list of possible subs today - before you need one! Make one list for subs who need notice, and another for subs who might be available last minute for emergencies. Here's a few suggestions on how to find substitutes:

- A client who could give you a live testimonial
- People you have invited to visit who said "no"
- A referral partner
- Family, friends, co-workers
- Check out your social media connections: LinkedIn, Facebook, etc.
- Who's in your contacts on your cell phone?
- Someone you have referred to a member in your chapter (this is a great opportunity for them to meet that professional in person if they haven't already done so)

When you ask someone to substitute for you, emphasis just how important having them attend the meeting in your place is to you. Prepare them ahead of time about what to expect during the meeting, and the benefits to them when they attend. Ask them if they wouldn't mind taking notes for you - this will further emphasis just how seriously you take the meeting, and make sure they are active listeners while your other members speak.

Finally, don't forget to write a simple, easy to read substitute script - send your script to your substitute ahead of time. Keep your script to about 30 seconds just in case they get nervous or don't speak as fast as you. If possible, keep a printed copy of your script on file with your visitor's host or president's box, just in case for those last minute substitutes. After the meeting, be sure to follow up with your substitute, to get a copy of their meeting notes, and say 'Thank you!'

## About the Author

### Member of Queen City BNI

Meets Wednesdays, 11:30 am – 1:00 pm  
Main Street Landing, The Boardroom, 60 Lake Street, Burlington

**Current Roles:** Ambassador, BNI VT, Chapter Webmaster,  
Queen City BNI

**Past Roles:** Mentor Coordinator, Visitor Host, Growth Coordinator,  
Queen City 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:

**Wednesday, September 26, 1:00 – 4:00 pm**

Holiday Inn, Williston Road, Burlington

**Advanced Member Success Program**

**Tuesday, November 27, 8:00 am – 5:00 pm**

Hickok & Boardman Building, Burlington

### PLEASE NOTE:

Effective October 1, 2018 MSP's are moving online to BNI University, with an accompanying in person workshop to be announced before the start of the October 1<sup>st</sup> term. Have you logged onto BNI University lately?



*August Member Success Program Graduates.*



*Queen City BNI Member Success Program Participants.*

# Calendar of Events

## SEPTEMBER

- 9/20 **Crossroads BNI Visitors Day**  
8:00 – 10:00 am, Fee: FREE
- 9/26 **BNI Member Success Program**  
1:00 – 4:00 pm, Fee: FREE for members
- 9/26 **The Business Experience Series:  
Train the Trainer – The Psychology of  
Becoming a Successful Trainer**  
3:00 – 5:00pm, fee: \$20 for members,  
\$30 for non-members

## OCTOBER

- 10/11 **The Business Experience Series:  
Train the Trainer Level 2 – The Techniques  
of a Successful Trainer**  
3:00 – 5:00 pm, Fee: \$20 for members,  
\$30 for non-members

## NOVEMBER

- 11/27 **Advanced Member Success Program**  
8:00 am – 5:00 pm, Fee: \$125 for members
- 11/29 **The Business Experience Series:  
Mediating Professional Conflicts**  
3:00 – 5:00 pm, Fee: \$20 for members,  
\$30 for non-members

## DECEMBER

- 12/13 **The Business Experience Series:  
Sights on Success – Strategies for Achieving  
Your Business Goals Better, Faster, and with  
Less Spending**  
3:00 – 5:00 pm, Fee: \$20 for members,  
\$30 for non-members

[Register for Events](#)



*BNI Vermont Quarterly Leadership Team Round Table Meeting.*

# Member Recognition

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

### Tim King

Timothy King Attorney at Law, Middlebury BNI

### Mollie Lannen

CW Print & Design, Queen City BNI

## 6 Months Perfect Attendance

### Casey Baczewski

South Burlington Physical Therapy, Wealth Builders BNI

### Heather Belanger

A. White & Son, Queen City BNI

### Bob Boucher

Dependable Service, Middlebury BNI

### Mike Dever

Acorn Painting, Middlebury BNI

### Jessica Hubis

Missing Piece Bakery, Prestige BNI

### Russell Bibens

RW Bibens Renovations, LLC, The Masters BNI

### Tanner Hubis

Primerica, Prestige BNI

### Kaitlyn Raymond

State Farm, Champlain Valley BNI

### Curtis Gross

Nutrimost Vermont, Shelburne BNI

### Alison Davis

Quantum Leap Capital, Champlain Valley BNI

### Larry Gilbert

Zoombikes, Heart of Vermont BNI

### Catherine Moller

LulaRoe Catherine Moller, Champlain Connections BNI

### Michael Sealy

BTV Creative, Champlain Valley BNI

### Robert Caneco

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

## New Members - August 2018

### Derek Murray

Rob Shea Carpentry, Wealth Builders BNI

## Renewed Members - August 2018

### Robert Miller

Rob's Home Improvements, Middlebury BNI

### Michael Johnston

Century 21 Jack - The Jackson Group Middlebury BNI

### Nathan Muehl

NMA Financial, Prestige 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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