



Givers Gain[®] Monthly

From Our Executive Director

It is a pleasure to look back on the last month of your efforts as BNI members and chapters. Your attendance at Chapter Team Training last month broke all previous Vermont attendance records and the energy flowing through you and your new Leadership Teams is contagious. It is a privilege to be your Executive Director and to watch your “village” come together and grow in new and powerful ways!

October is truly a month of transition. We get our usual stunning fall scenery here in Vermont and our new teams are putting the pieces together to make sure that each role is productive at the highest potential so that we all thrive. At BNI Vermont we are putting the final touches on moving the BNI Member Success Program online to BNIUniversity.com, along with a supporting “MSP Workshop” that you may have heard about. We have also just recently brought on two new amazing Ambassadors, John Kelliher from Wealth Builders BNI and Stephanie Mack from Queen City BNI; and a Chapter Launch Director, Heather Belanger from Queen City BNI. All of these additions to the BNI Vermont Team mean greater opportunities for you as we create more cross-chapter communication and launch new BNI chapters throughout the state!

October is also the time to establish your chapter’s 2018-2019 goals! Your chapter’s business plan (developed by your Leadership Team) and chapter marketing plan (designed by your Growth Coordinator, Event Coordinator, and Webmaster) have been created, and now it’s about pulling us all together to bring our intentions and actions into focus. You’ve just enjoyed a Feature Presentation by your new Leadership Team sharing all of the opportunity ahead of you. Jump in the boat and start rowing and let’s see how close you can get to that \$5,000,000 per chapter per year goal that I have for each of you.



Vickie Wacek

BNI Vermont Executive Director

Monthly Networking Tip: It Takes a Village

We've all heard the saying that *it takes a village to raise a child*. And upon further inspection it becomes apparent that it takes a village to accomplish many if not most things! Think about your business – you may be the “head cook, waitstaff, and bottle-washer,” but where you've been and where you're going are highly impacted by the actions of others. Maybe it's a bookkeeper, a graphic designer, a significant other, or even your volleyball league! When it comes to pursuing and achieving success, going it alone just won't do the job. Your BNI chapter is a perfect example of this. It takes a village to bring success to each member of the chapter, and by “village” I am referencing all of the roles that make up a chapter. Each role is responsible for several needs of the members. In order to get an average of \$5,000,000 per chapter per year, every member of your chapter must thrive. And thriving isn't simply attending weekly meetings and having One-to-Ones. Truly thriving in BNI encompasses the basics (CEUs, One-to-Ones, Referrals, Visitors, and Attendance) plus the critical components (website and social media, training, culture, teamwork, visitor conversion, attending events together, mentoring, systems, accountability, and recognition). The result of each chapter role functioning at their highest level is a membership with high retention, a lot of energy, and a lot of business being passed! There is no such thing as one role being more important than the other because when one role is missing, your village is incomplete. Congratulations on the start of your new term and we look forward to being your partner through the establishment of your 2018-2019 “village”!

- 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.

September 12: **Episode 575:** How to Become a Key Person of Influence

September 19: **Episode 576:** The Hardest Year of Membership

September 26: **Episode 577:** I Wasn't Referrable

October 3: **Episode 578:** Are Referrals Always Reciprocal?

October 10: **Episode 579:** Sub Abuse, or Is My Chapter Smaller Than It Looks?

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 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. 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 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

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

VIDEO: Seven Points to Consider for Convention

By Ivan Misner, Ph.D, BNI Founder

I Talked Too Much in Class

By Ivan Misner, Ph.D, BNI Founder

VIDEO: Thank You for an Incredible Response

By Graham Weihmiller, BNI CEO

Defining a Difference

By Emely Ferrer

Every Visitor, Every Time

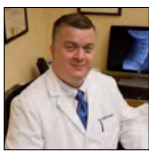
By Mike Fitton

Reliability Through Reputation

By Cathi Dhal, President of Friends in Business Chapter and Sally Waxman, Member of Friends in Business Chapter

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.



Justin Brande
Chiropractor
Vermont Custom Chiropractic
Integrity BNI, Essex



Kristen Ginsburg
Personal Trainer
Vermont Custom Fitness
Middlebury BNI, Middlebury



Jay Cummings
Commercial Bank Services
Peoples Trust Company
Prestige BNI, St. Albans



Larry Hawley
Health, Life, Disability Insurance
The Vermont Agency
Prosperity BNI, Williston



Olga M. Mardach-DuClerc L.Ac
Acupuncture
Earth Mama Acupuncture & Herbal Medicine
Queen City BNI, Burlington

From the BNI Team



Brendan Coyne

BNI Vermont
Ambassador

Get Money, Get Power (Visit More Chapters)

*By Brendan Coyne,
BNI Vermont Ambassador*

So, you join BNI, well, to make more money. But, the idea is that you'll build relationships, learn about each other's businesses and this will lead to giving and receiving repeat referrals.

Through your membership you aim to position yourself as a leader in your industry so that when neighbors, acquaintances, friends and family of your fellow members need the product or service you provide you are top of mind and the one they refer.

And, if you show up to your meetings, present yourself well, do 1:1's, follow up and follow through with your members you become just that- the go to person for the service or product you provide for your fellow members and more importantly for their network.

There are other benefits as well. You get better at communicating what it is you do, why it's important and why you're the right person for the job. You become more comfortable with public speaking. You learn from fellow business people about different and better ways to run a business. You also, through your connections, become an excellent resource for people looking for other products and services.

Now, take what you're doing here- the relationship building, the positioning of yourself as an industry leader, the public speaking, the honing of business skills, the building of yourself as a resource and apply it to all of BNI Vermont.

There are 12 chapters statewide and currently 260 members. Those twelve chapters passed a total of 7,208 referrals from October 2017 to October 2018. Of those 7,208, 5,238 were passed out of chapter. That means that chapters are actively building referral partners with providers outside of their own membership.

By visiting other chapters, you will meet people that you can refer to, continue to build yourself as a resource and you may become a referral partner of members in other chapters which would mean gaining access to their networks.

Now, you may have a competing seat with someone in another chapter. That can be seen as an opportunity as well. Set up a 1:1. Share best practices. See if there are areas where you don't overlap and can potentially pass each other business.

Your membership in BNI has given you the framework to have quality business meetings with fellow members. Take advantage and use what you've learned here to grow your network throughout the state.

Visiting chapters is easy. BNIvermont.com has meeting times and places. Register online. Set up a 1:1 for after the meeting and build more professional relationships. The skills you've developed in your local chapter can be leveraged to grow your network state wide and beyond.

The framework is here for you to build your network. It's up to you how far you go with it.

About the Author

Member of Crossroads BNI

Meets Thursdays, Thursday 8:00 – 9:30 am
Central Vermont Chamber of Commerce
33 Stewart Rd, Berlin, VT 05641

Current Roles: Ambassador, BNI VT, Membership Committee,
Crossroads BNI

Past Roles: Visitor Host, President, Crossroads BNI

BNI Events

New Chapters Forming!

Bennington

Brattleboro – In the Works

Manchester

Milton

Newport – In the Works

Richmond

Rutland – Do you know anyone in the area? Send them our way!

St. Johnsbury

Stowe

Waitsfield

Member Success Program

The BNI Member Success Program has been upgraded! This month we moved the program online to **BNIUniversity.com** for all new 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!



September Member Success Program Graduates.

Calendar of Events

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](#)

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

Heather Belanger

A. White & Son, Queen City BNI

Bob Boucher

Dependable Service, Middlebury BNI

Russell Bibens

RW Bibens Renovations, LLC, The Masters BNI

Tanner Hubis

Primerica, Prestige 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

Barbara Dozetos

Above the Fold, 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

New Members - September 2018

Kaylee Pratt

Larkin Hospitality, Wealth Builders

Jacqueline Phaneuf

Eternity, Queen City BNI

Renewed Members - September 2018

David Hills

Waypoint Management Services, Middlebury BNI

Cathie Ely

Orchard Valley Waldorf School, Heart of Vermont BNI

David Torrey

State Farm, Heart of Vermont BNI

Kelly Dunklow

Summit Chiropractic, Champlain Valley BNI

Kaitlyn Raymond

State Farm, Champlain Valley BNI

Katherine Rendall

Community Bank, N.A., Integrity BNI

Casey Baczewski

South Burlington Physical Therapy, Wealth Builders BNI

Amber Thibeault

Ward and Babb, Wealth Builders BNI

Ed Levite

Union Bank, Wealth Builders BNI

Meghan Corbett

State Farm, Wealth Builders BNI

PJ Pfeifenberger

New York Life Insurance Co., Wealth Builders BNI

Rick Gomez

RVG Electrical Services LLC, Wealth Builders BNI

Gillian Randall

Gillian Randall Photography, Champlain Connections BNI

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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