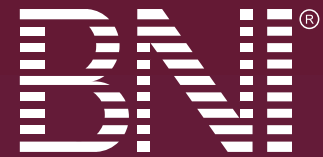


Givers Gain[®] Monthly



WWW.BNIVERMONT.COM



“Without vision, we are blind to opportunity.”

From Our Executive Director

It's hard to believe that we're already six weeks into the new Leadership Team term, and on the horizon is snow (hopefully?) and family time for the holidays! There's so much going in BNI Vermont right now, 300 words won't do it justice, but I'll try.

I've barely put my feet back on the ground since returning from the 2016 BNI International Convention – this organization is thriving, and there are so many exciting things to share with you! First, the BNI Mobile App is in full production, and I intend to announce the launch in early 2017! BNI HQ has a lot of new programs that they're adding to the docket, which I will be sharing with you as they come along - keep your eyes peeled.

Last Monday your chapter's Leadership Team met with all of the "LTs" in Vermont for our quarterly Roundtable. Another shining example of the professionalism, drive and success that is leading your BNI chapter over the next year! We discussed everything from the new Chapter Branding Kits and the new *The Networking Experience* training series, to the BNI Blitz and upgrades to BNI Connect. If you're interested in more information on these topics, contact your chapter's President for more details.

Lastly, this Monday we held our bi-annual Advanced Member Success Program! The class was packed, and we had an amazing time! If you're looking to launch your BNI experience into a whole new realm, make sure to watch the BNI VT Calendar for our May 2017 class!

I wish you all a beautiful November, a warm and welcoming Thanksgiving, and Happy Networking!



Vickie Wacek
BNI Vermont Executive Director

Contents

Continuing Education

Monthly Networking Tip	2
BNI Podcasts	2
Important Links.	3
SuccessNet – BNI HQ e-newsletter	3
From The BNI VT Team.	4

BNI Events

New BNI Chapters Forming.	5
Member Success Program	5
Advanced Member Success Program	5

Member Recognition

Perfect Scores on the “Going For The Green” Report	6
Perfect Attendance	6
New and Renewing Members	7

Continuing Education

Monthly Networking Tip: Crafting the Perfect Visitor Invite

*The guy Mike invited last week just spent \$5,000 with my business!
Someone brought a visitor last week that just introduced me to my next BIG client!*

It doesn't take much to convince you that visitors are important to a BNI meeting! Did you know that 70% of our Weekly Agenda is geared towards visitors? For the 42% of us who haven't brought a visitor in the last 6 months, it's not that we aren't excited to bring visitors, it's that inviting is difficult! To be a Jedi-Inviter we must practice that important skill called empathy, which allows us view a situation from someone else's perspective. Before inviting, it's important to consider your potential visitor's perspective. Yes, this takes flexibility and practice on your part, but it is worth the effort! Imagine inviting someone who is incredibly busy. Do they have time to come to one meeting? YES they do, when they see what's in it for them. Try inviting the perpetually busy person to a business group whose connections will help alleviate their over-inundated schedule! For someone whose business has plenty of clients, try inviting them to a group that will help them identify systems to run their business more efficiently. Is your potential visitor new to business? Why not invite them to a group where they will learn about a diverse array of businesses! The key to being a Jedi-Inviter is not to sell BNI. Instead, figure out what your potential visitor needs, then share your BNI experiences to address those needs. Invite them for an introduction to a specific member, for a perspective on Employee Benefits (your Featured Presenter), or for more clients. Most importantly, talk less, listen more and be genuine!

*“The single greatest “people skill”
is a highly developed & authentic
interest in the **other** person.”*

– Bob Burg

BNI Podcasts

CEU Links

BNI Podcasts

BNI The Power Of One Podcasts

Success Through Referrals Podcasts

SuccessNet e-Newsletter

Givers Gain® e-Newsletter

★ 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 8-15 minute Podcast featuring tips and information on Word-of-Mouth Networking. For BNI members, these podcasts help provide insight on how to utilize their membership to gain personal and professional development and financial success.

October 19: [Episode 479: Are the People in Your Life an Engine or an Anchor?](#)

October 26: [Episode 480: Is Your Chapter on Fire, on Hold, or in a Hole?](#)

November 2: [Episode 481: Referrals for the Difficult-to-Refer Business](#)

November 9: [Episode 482: Attendance Policy Revised](#)

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 access these podcasts at any time.

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.

Give yourself some credit!

Each podcast you listen to counts as one Continuing Education Unit (CEU). Remember to enter your CEUs on BNICconnect.com!

BNI Branding

Interested in accessing the BNI logo and using it? We have just the website for you: www.BNIBranding.com. This website provides the BNI Branding Standards as well as a variety of high resolution images for download. Contact your chapter's Director Consultant for a Username and Password.

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.

Weekly Meeting Stimulants, Part One

Submitted by James Vineeth, BNI Dynamic, Coimbatore, India

I Want to Know What You Think Makes a Great Networker?

Submitted by Dr. Ivan Misner, BNI Founder and Chief Visionary Officer

Creating A Life That Matters

By Paul R. Scheele, Ph.D., Learning Strategies

Ask and Thou Shalt Receive

By Farzana Suri, BNI SOL, Mumbai West, India

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.



Russell Bibens
Handyman
RW Bibens
Renovations, LLC
The Masters BNI
Colchester, VT



Madigan Rollins
Services for Seniors
Synergy Home Care
Shelburne BNI
Shelburne, VT



Steve Hartmann
Employee Benefits
Group Insurance
Affiliated Associates
Integrity BNI
Essex Jct, VT



Jackie DesLauriers
Furniture Sales
Office Environments
Prestige BNI
Saint Albans, VT



Roger Schmidt
Massage Therapist
Rogers Relaxing
Massage Therapy
Middlebury BNI
Middlebury, VT

Quick Links

BNIVermont.com

BNI.com



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Facebook



Follow us on
Twitter



Find us on
Linkedin

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

Integrity BNI

Middlebury BNI

Prestige BNI

Prosperity BNI

Queen City BNI

The Masters BNI

Shelburne BNI

Wealth Builders BNI

Presenting Your Business Through Yourself

by BNI Vermont Director Consultant, Jackie DesLauriers



Jackie DesLauriers

Director Consultant

Member of

Prestige BNI

Tuesday mornings

8:00 – 9:30 am

Peoples Trust Company
Saint Albans, VT

Professional Classification

Furniture Sales

Office Environments

Chapter Roles Held

Mentor Coordinator (*current*)

Vice President

**Need to reach your
Director Consultant or
an Ambassador?**

[Click Here](#)

There are many ways that we present ourselves in the business world. I would like to shed some light on the topic of Presentation and how it is applied to BNI.

We all have an idea and expectation as to how we should present ourselves to our potential clients, new clients and clients that have done business with us for many years. Whether we are trying to do business with someone new or not, we should always carry ourselves in a manner that makes them feel comfortable with us. We want them to trust that we will deliver and get the job done well. We should look at the members in BNI, those in our chapter, and those outside of our chapter and adhere to those same expectations.

I would like for you to think about how you would submit a proposal regardless of what industry you are in. Would you want it to be neat with clean pages and easy to understand? Would you pay attention to their request and make sure to address it thoroughly in your response? Would you submit it on time? Or would you submit it with crumpled pages, hard to read text, late and maybe miss some of the points they were hoping you would address? I would like for you to take a minute and think about how you present yourself to your chapter each week. Are you showing them you are reliable by being on time? Are you delivering your weekly presentation with a clear and concise message? Are you following one of BNI's core values, Giver's Gain, by continuously looking out for your members? These are some things that we, as business professionals, should think about when we think of BNI and how we present ourselves.

Every week when we meet with the members of our chapter, we are educating them on who we are, how we do business and asking them for a qualified referral. How we present ourselves to the members of our chapters should align with how we present ourselves to our clients. We are, after all, training them weekly to trust in us as business professionals and to give them the confidence that we will take great care of the referrals they have passed on to us.

Along with presenting comes preparation, come to your meetings prepared with your weekly presentation. Presenting the information clearly and effectively is a key skill to get the message across and today, presentation skills are required in almost every field. Effective presentation skills are important. A common goal for all BNI members to have is for the weekly presentations to get better every time that they are delivered. Career growth necessitates presenting your ideas to others, your presentation skills are important to not only individual success but to also the success of an organization.

This is your opportunity to educate your sales team, this is when you give them the marketing content that they take with them for the week to find you qualified referrals.

New BNI Chapters Forming!

If you are interested in helping someone you know get a BNI chapter started in their town, do not hesitate to reach out to the BNI Vermont Regional Office. Here's a list of towns in Vermont that are currently working to get BNI chapters up and running.

Bennington	Manchester	Richmond	Stowe
Brattleboro	Milton	Rutland	Waitsfield
	Montpelier	St. Johnsbury	

Member Success Program

Have you attended a Member Success Program recently? Has it been more than six months? More than a year? 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 **all 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!

Thursday, November 17, 5:00 – 8:00 pm
Tuesday, December 6, 2:00 – 5:00 pm
Location: Bevo
 Roosevelt Highway, Colchester



October 2016 MSP Graduates.



November Leadership Team Roundtable.



Calendar of Events

November

- 11/16 BNI Connect Webinar - Step 3: Connecting with Other Members**
3:00 – 4:00 pm, Fee: FREE
- 11/17 BNI Member Success Program**
5:00 – 8:00 pm, Fee: \$15 for members, \$30 for non-members
- 11/17 BNI Connect Webinar- Step 4: Member Tools & Reports**
3:00 – 4:00 pm, Fee: FREE
- 11/18 BNI Connect Webinar - Step 5: Inviting and Registering Visitors**
3:00 – 4:00 pm, Fee: FREE

December

- 12/6 BNI Member Success Program**
2:00 – 5:00 pm, Fee: \$15 for members, \$30 for non-members
- 12/6 BNI Connect Webinar - Leadership Team Tools & Reports**
3:00 – 4:00 pm, Fee: FREE
- 12/7 BNI Connect Webinar - Chapter Goals for Leadership Teams**
3:00 – 4:00 pm, Fee: FREE
- 12/14 BNI Connect Webinar - Chapter Web Pages**
3:00 – 4:00 pm, Fee: FREE
- 12/15 BNI Connect Webinar - Online Renewals in BNI Connect**
3:00 – 4:00 pm, Fee: FREE

[Register Here](#)

For any of the Events listed above

Member Recognition

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Timothy King Timothy King Attorney at Law, Middlebury BNI

Mollie Lannen CW Print + Design, Queen City BNI

Elizabeth Davidson Clear Connection Chiropractic, Queen City BNI

Mike McCarthy Suncommon, Prestige BNI

Michael Hughart Winooski Insurance, Integrity BNI

6 Months Perfect Attendance

Jimmy Matas Handy GMC, Prestige BNI

Patricia Gervais Main Street Floor Covering, The Masters BNI

Norm Frost Wireless Zone, Crossroads BNI

Sam Orfanidis Spectac Health Fitness and Performance, Prosperity BNI

Dan Swider Branded On Demand, Champlain Valley BNI

Jackie Budgor The Empowered Pantry, Champlain Valley BNI

Natanya Lara Natanya Lara Energy Healer, Shelburne BNI

Russ Bibens RW Bibens Renovations, The Masters BNI

Marshall Joe Fleming Baystate Financial, Integrity BNI

Timothy King Timothy King Attorney at Law, Middlebury, BNI

Elizabeth Davidson Clear Connections Chiropractic, Queen City BNI

Brendan Walsh Quantum Leap Capital, Shelburne BNI

Katie Delp Good Dog Daycamp, Prosperity BNI

Chris Morse Chrismorse.net Computer Service, Middlebury BNI

Corey Hevrin The Vermont Agency, Champlain Connections BNI

New Members – October 2016

Stephanie Mack Account Mobility, Champlain Valley BNI

Robert Brown Green Home Solutions of VT, Integrity BNI

Michael Johnston Century 21 Jack - The Jackson Group, Middlebury BNI

Robert Miller Rob's Home Improvements, Middlebury BNI

Jamie Kearney Anima Mundi Coaching, Prosperity BNI

Pamela Champagne Pamela Champagne Design, Prosperity BNI

Tim Parrow Prosystem Technology, Prosperity BNI

Angel Marie Eagle Country 97.5, Prestige BNI

Anthony Rock MP&D Creative, Prestige BNI

Christina Hale The Bed and Biscuit, Prestige BNI

Derek McCarthy Paychex, Prestige BNI

Jes Stumpf Vermont Surrogacy Network, Prestige BNI

Mike McCarthy Suncommon, Prestige BNI

Quentin Harriger Local 22 & 44, Prestige BNI

BNI Vermont

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Vickie@BNIVermont.com

Find us on the Web:
www.BNIVermont.com



Renewed Members – October 2016

Beth Anne McFadden McFadden Academy of Irish Dance,
Champlain Connections BNI

Dan Swider Branded on Demand, Champlain Valley BNI

Johannes Ziegler JZ Carpentry, LLC, Champlain Valley BNI

Diana Sheltra Sheltra Tax & Accounting, LLC, Integrity BNI

Gayle Grim Chellis Insurance Inc., Shelburne BNI

Justin Dennis JDDesignVT.com, Shelburne BNI

Madigan Rollins Synergy Home Care, Shelburne BNI

Mary Maloney State Farm, The Masters BNI

Kate O'Malley Juice Plus, The Masters BNI

David Rose Rose Computers, Wealth Builders BNI