

WWW.BNIVERMONT.COM

Givers Gain[®] Monthly



“Without vision, we are blind to opportunity.”

From the Executive Director

HAPPY 2015, BNI VERMONT! In typical fashion, the new year has come roaring in with a vengeance and business is back in the driver’s seat after a couple weeks of travel, family and celebration. We hope that as you look back on your 2014 BNI membership and business that you had the opportunity to take a major step forward in growth and enjoyment for what you do!

2015 will be an amazing year for BNI Vermont! It’s officially the start of my fourth year as Executive Director, and I have a lot of plans! To list a few, we’ll be adding many new networking and training events including quarterly “Ask the Executive Director” mixers, and bringing in some specialists to offer training on Leadership and Professional Development skills. I am reviewing what I can do for your businesses through your BNI involvement and will be working with organizations throughout Vermont to draw more attention to you and your chapters, increasing membership and retention.

I am also pleased to announce that we are bringing on our second Director Consultant, Barb Dozetos, starting February 1st! Barb is the current Vice President of Champlain Valley BNI in South Burlington. Her enthusiasm, business and BNI experience will be huge assets to the chapters she consults for and we’re very happy to have her on board.



Take some time in the next month to reflect on 2014 and set your BNI goals for 2015. If you have any ideas for BNI Vermont, contact your chapter’s Director Consultant as soon as you can.

Vickie Wacek
BNI Vermont Executive Director

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Continuing Education

Monthly Networking Tip: Perception is 100% Reality How I Perceive You IS my Reality of You

Consider the power you have over all those around you - specifically through your attitude and actions. What you do and say influences those you interact with by allowing each person to create a concept of "who you are" in their own mind. This ability to perceive others means that whatever I think about you is my reality of you, even if it's incorrect. For example, if I arrive late for our BNI meeting, you may think that I will thereby be late for a client meeting if you give me a referral. This may be false, but if that is what you think about me, then it is true to you! You have the ability to affect other's opinions of you by being someone who is one step ahead; be true to your word and allow your actions to speak louder than your words!

*"What you do thunders above your head so loudly
that I cannot hear the words you speak."*

– Ralph Waldo Emerson

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.

December 17: [Episode 387: Using or Abusing Your Subs](#)

January 7: [Episode 388: 30 Years and a New Beginning](#)

January 14: [Episode 389: Kissing Frogs](#)

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.

December 11: [Episode 147: An Amazing Story of Givers Gain](#)

January 1: [THS 47: A Review of 2014](#)

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.

STR 42: [Are You Your Customer's Google?](#)

STR 41: [How To Increase Your Closing Ratio to 80%](#)

STR 40: [OK, Now What?](#)

Give yourself some credit!

Each podcast you listen to counts as one Continuing Education Unit (CEU). Remember to enter your CEUs on BNIconnect.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. This month's newsletter covers topics on:

From the Founder: [BNI – Then and Now, 30 years of “Changing the Way the World Does Business”](#) by Dr. Ivan Misner

Words of Wisdom: [4 Ways to Practice an Attitude of Gratitude](#) by Brian Tracy

Art of Networking: [Are You Guilty of Pirate Networking? How to overcome the dangers of 60-Second Presentations](#) by Donald Overlander – BNI Success Unlimited Chapter, Minnesota & Northern WI

To the Next Level: [You are Responsible for Your Beliefs, How the 4 Beliefs of BNI uphold your success](#) by Tom Fleming, Executive Director – BNI Tampa and West Central Florida

BNI Member Profiles of the Month

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.



Brian Prendergast
Graphic Designer
Brian P Graphic Arts
Crossroads BNI
Berlin, VT



Chris Kasper
Home & Auto Insurance
State Farm Insurance
Integrity BNI
Essex Junction, VT



Darlene LeClair
Skin Care
Nerium International
Champlain Valley BNI
South Burlington, VT



Aubry Tager
Chiropractor
Get Healthy Vermont, PC
The Masters BNI
Colchester, VT



Erin Hyer
Language Services
Hyer Learning
Champlain Connections BNI
Burlington, VT

Quick Links

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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](#)

[Prestige BNI](#)

[Prosperity BNI](#)

[The Masters BNI](#)

[Wealth Builders BNI](#)

What's Your Rubber Band Look Like

by BNI Vermont Ambassador, Jay Cummings

Before reading this, take out a rubber band and place it on your desk.

What would a January BNI Newsletter be without the mention of New Year's resolutions? Depending from which end of the board you measure from (keep vs. discard) I shan't disappoint. For point of view being a banker I'm a bit of a numbers guy. And being a ski race coach of young athletes I refuse to grow up, am a dreamer and still believe in miracles. Why not? Life's too long to settle for average. Average rhymes with yawn, at least in my head it does.

What is life? To me it's trying to predict the future or the outcome, at least with a reasonable likelihood. It's trying to achieve something or, in some cases, avoiding the undesirable. Sometimes even avoiding failure is a success. Part of life is a game of fractions or percentages. Pain vs. pleasure. It all has a value. We all decide if 'it' is worth it on the scales of want.

You are in Vermont BNI. What are the odds to that? Roughly .001. One tenth of one percent! To heck with the 2%ers, that's pretty skinny by anyone's standards, yet still profitable for most. Supply vs. demand? I'll let you decide on that one. Each year about 200 hundred of us gather to exchange several million dollars of business. Did you get a 'no' your first week? Probably, yet you're still here.

We all know about 75% of NYR's fail in the first couple weeks (that's still fewer than how many of you actually put a rubber band on your desk), but if so many fail, isn't that an opportunity to succeed? Someone will, why not you? But let's examine WHY most NYR's fail. Unrealistic expectations. Take a diet for example. Once the dieter falls off the wagon and throw up the white flag they declare the war over. The key to success is to accept the temporary setback and get back on the wagon. Most don't. Even if you diet successfully 6 of every 7 days it will bring long-term success. And that's a 15% failure rate!

Listen to your language carefully. Are you setting yourself up for success? Let's look at our language compared with success rates in regard to going to the gym.

1. I AM going to the gym tonight. 95%
2. I WILL go to the gym tonight. 85%
3. I HAVE to go to the gym. 70%
4. I NEED to go to the gym tonight. 65%
5. I'm TRYing to go to the gym tonight. 40%
6. I'd LIKE to go to the gym tonight. 33%
7. I SHOULD go to the gym tonight. 20%

As you can see, you may be inadvertently setting the wrong goal, just by the language you choose.

We all want to improve, but why is it so difficult. One word. CHANGE. Remember the rubber band? Imagine it sitting on your desk, in the relaxed position, every day, all by itself. Now the rubber band makes a New Year's resolution and changes, it stretches. It wants to go back to the relaxed position and it takes careful, methodical and a tenacious effort to maintain its new found shape. Most people will 'relax', but some will change.

And just like I tell my 12 year old ski racing athletes, hurling themselves down an icy mountain at 40 MPH in freezing cold weather wearing nothing but a thin race suite, 'if it was easy everyone would do it'.

What's your rubber band look like?



Jay Cummings

BNI Vermont Ambassador

Member of

Prestige BNI

Tuesday mornings,

8:00 – 9:30 am

St. Albans, Vermont

Professional Classification
Commercial Banking
Peoples Trust Company

Date Accepted to Chapter

December 12, 2013

Chapter Roles Held

Chapter Growth Coordinator
(current)

Vice President

From the 2014 BNI International Conference November 6 – 8, 2014 · Garden Grove, California

Twice a year I travel to various parts of the country to meet up with BNI National Directors, Executive Directors and Director Consultants from all over the United States and the World to exchange perspectives and ideas regarding “the BNI member experience.” We share our experiences and successes with the mindset of making BNI in our regions more successful for our members.

This is the final month where I will be sharing some of my take-aways from the most recent conference with the intention of giving you an idea of what is coming down the pike for BNI and to provide you some eye-opening perspective on how you are using your BNI members.

Happy 30th Anniversary BNI!

IT'S OFFICIAL – BNI IS 30 YEARS OLD! The first official meeting of BNI (at the time it was called “The Network”) was on January 4, 1985 in Long Beach, California. Ivan and some 20+ folks got together weekly to exchange referrals, and it's been growing ever since! 1985 saw 20 chapters spring up in Southern California, and now we boast almost 180,000 members worldwide and almost 7,000 chapters in 58 countries! In 2014, four new countries came on board, including Cambodia, Lithuania, Morocco and Qatar. At the International Conference we celebrated two Executive Directors with 25 year anniversaries: Alice Osterower, Executive Director of Connecticut, and Margie Cowen, Executive Director of Northern Colorado. We also celebrated the 30 year anniversary of two BNI members! Two of Ivan Misner's fellow BNI members from the original BNI chapter called “the Founders” (which is still an active BNI chapter). Those members are a CPA and a Printer.

To add to our celebrations, BNI has been in continuous growth for those full 30 years, and by looking at our growth chart, you would never see the recessions that have happened worldwide. Not bad for a marketing organization that doesn't use print, TV or radio advertising.

To celebrate, your Director Consultant will be coming to your chapter in the coming months with 30 Year Anniversary Pins for all members who would like to have one. And yes, these are free.



Changing the Way the World Does Business®

Guest Presenter Jack Canfield

This year's BNI International Conference featured a presentation by international best-selling author and transformational speaker, Jack Canfield (author of *Chicken Soup for the Soul*). Jack's presentation was entitled *Mastering the Success Principles: How to Get from Where You Are to Where You Want to Be*. It was such a great presentation that I wanted to share a few Success Principles with you all. I recommend checking out his latest book, *The Success Principles: How to Get From Where you Are to Where You Want to Be* if you are interested in further details and insight!

Success Principle # 1: Take 100% Responsibility for your Life and your Results

This section of Jack's presentation discussed how easily we are to blame others for anything less than stellar in our lives and businesses. He talked about focusing on your response to things in order to change the outcome. This is a 'glass half full' principle.

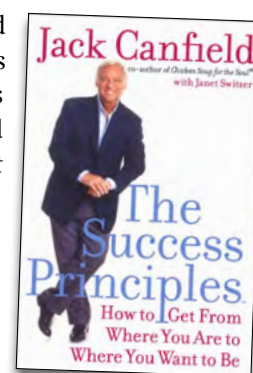
Success Principle #6: Visualization

Yes, I'm going to say it... vision boards. Jack shared that whatever you think about is what happens, and if you are focused on worrying about where the next client is going to come from, or how you're going to pay that bill, you'll never see the great opportunity arising right in front of you. We did an eye opening exercise where we pictured our dream business and life; and seeing you all generating thousands and millions of dollars for one another across 30 chapters in Vermont was very powerful for me!

Success Principle #10: Use Affirmations

The key phrase he wanted us to take away from this was to regularly say to ourselves “I am so happy and grateful that I now _____.” If you want something, you have to practice getting out of the daily routine of “can't” and “never” and into a daily routine of “it will happen.” And when talking about something that has commonly been difficult for you, try saying “up until now I haven't been good at remembering peoples' faces and names”

Now, these may be a little touchy feely for you, but as Ivan Misner likes to say “if it can't hurt, I'm willing to see if it helps!”





Calendar of Events

January

- 1/19 Mentor Coordinator**
Monthly Conference Call
12:00 – 1:00 pm
- 1/19 Bi-Weekly “Start a BNI Chapter”**
Online Call
8:00 – 9:00 am

February

- 2/2 Bi-Weekly “Start a BNI Chapter”**
Online Call
8:00 – 9:00 am
- 2/9 Education Coordinator**
Monthly Conference Call
12:00 – 1:00 pm
- 2/10 Visitors’ Day**
Coordinator Training
Richmond Free Library
12:30 – 2:30 pm
- 2/16 Mentor Coordinator**
Monthly Conference Call
12:00 – 1:00 pm

March

- 3/2 Leadership Team Roundtable**
Richmond Free Library
- 3/5 Dr. Ivan Misner & BNI Mass.**
20th Anniversary Celebration
Burlington Marriott
Burlington, MA • Cost \$125.00
- 3/9 Education Coordinator**
Monthly Conference Call
12:00 – 1:00 pm
- 3/12 “Ask the Executive Director” Mixer**
Trader Dukes, So. Burlington
5:30 – 7:30 pm

For any of the Events listed above

[Register Here](#)

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 is a list of towns in Vermont that are currently working to get BNI chapters up and running. If you know someone in one of these towns, please get in touch with Vickie Wacek as soon as possible.

Bennington	Montpelier
Brattleboro	Morrisville
Burlington	Shelburne
Middlebury	

Member Success Program

Join BNI Vermont Ambassador David Beckett in the coming months for the next MSP! This course is required for all new members within their first 60 days of membership and is recommended **yearly** for all members. Come brush up on your networking skills! Next Scheduled MSPs:

Thursday, February 12
1:00 – 4:00 pm *may be changed to 5:00 – 8:00 pm

Tuesday, March 10, 1:00 – 4:00 pm

Thursday, April 9, 5:00 – 8:00 pm

Tuesday, May 5, 1:00 – 4:00 pm

Thursday, June 18, 5:00 – 8:00 pm

Tuesday, July 21, 1:00 – 4:00 pm

Hickok & Boardman Building, 346 Shelburne Road, Burlington

New “Ask The Executive Director” Mixers

As BNI Vermont grows, the role of Executive Director for the region shifts. 2015 will see one of these shifts start as I step out of the consulting role for many more chapters across the state. However, one of the best parts of being part of BNI is knowing and connecting with the hundreds of you and your businesses!

So, starting quarterly in March BNI Vermont will start hosting 2-hour “Ask The Executive Director” mixers. These events are an opportunity for you to meet with me in person to ask questions about BNI and/or your chapter, and to network with other BNI members from throughout the state.

For now these events are completely free to attend. You are responsible for your own food/beverage costs. The events will go from 5:30 – 7:30 pm, the first 30 minutes for BNI members who have joined the organization in the last 6 months. Please, join us!

Thursday, March 12, 5:30 – 7:30 pm

Wednesday, June 17, 5:30 – 7:30 pm

Trader Dukes Lounge, Doubletree Hotel, South Burlington, VT

Member Recognition

7

Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

Danielle Manahan Peoples Trust Company, Integrity BNI

6 Months Perfect Attendance

Irvin Eisenberg Montpelier Structural Integration, Crossroads BNI

Darlene LeClair Nerium International, Champlain Valley BNI

Lisa Crusier Allstate Insurance, The Masters BNI

Eric Noel Your Growth Coach, Wealth Builders BNI

Rick Stevens Pure Water Technology, Crossroads BNI

Deb Moore Able Glass Paint & Flooring, Prosperity BNI

John Trahan Syntelk Global, Prestige BNI

Aaron Smith S+D Landscapes LLC, The Masters BNI

Patrick Decelles Alliance Security, Champlain Connections BNI

New Members – December 2014

Ellen Fay Ellen Fay Designs LLC, Integrity BNI

Brittani Villandry Poulos Insurance, Crossroads BNI

Benjamin Fuller Liberty Mutual Insurance, Crossroads BNI

Jessica Waters In Perfect Order, Prosperity BNI

Johannes Ziegler JZ Carpentry LLC, Champlain Valley BNI

Keri Poquette Paul Poquette Realty Group, Prestige BNI

Lindsey LaCross WPTZ News Channel 5, Champlain Connections BNI

Richard Jones State Farm, Crossroads BNI

Renewed Members – December 2014

Jack Kell Kell & Company Real Estate, The Masters BNI

Kit Antinozzi The Vermont Agency, Prosperity BNI

Kelley Cartularo PAX - Program of Academic Excellence, Prosperity BNI

Christine Beall Edward Jones, Prosperity BNI

Katie Kelley Katie Kelley, Prosperity BNI

Mark Chaffee Mortgage Financial, The Masters BNI

Jason Dillon Heritage Toyota, Champlain Valley BNI



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