



Givers Gain[®] Monthly

From Our Executive Director

November is the month to remind us to be thankful for the many positive things in our life.

NOVEMBER IS SUCH AN INTERESTING MONTH each year, both in our personal and BNI lives. We gained an hour a couple of weeks ago for Daylight Savings, we're gearing up for our holiday plans (which may be changing drastically for us due to the pandemic), and our Leadership Teams are proving that they are focused and results oriented as Week #7 of the term approaches.

Our first Leadership Roundtable was just completed earlier this month where all Presidents, Vice Presidents, and Secretary/Treasurers gathered virtually to talk shop about the new term, the future of BNI Vermont. It's such a joy to meet up with driven, solutions-focused professionals each quarter!

45 Days Left! Our annual **Drive For Five** campaign will conclude on December 31st, and we've already celebrated 14 new referral partners amongst our 12 chapters! The goal is for your chapter to celebrate 5 new referral partners in your chapter by the end of the year. This is accomplished through streamlining your Exceptional Visitor Experience and creating a chapter-wide culture around meeting your visitor's needs and expectations. Our visitors and guests play a valuable role in our businesses, not just our BNI chapters, and we look forward to celebrating with you in your growth! Remember – every member who sponsors a new member received a \$40 Gift Card to any Vermont-Based business of their choice!



Also, we just experienced the largest BNI Convention in history with over 8,000 members, Ambassadors, Director Consultants, and Executive Directors from all over the world meeting virtually to share ideas and celebrate the success of our 9,800 chapters and 280,000 members! Much of the information shared will be provided in BNI Business Boosters (previously BNI University) in the coming months.

Happy Networking!

Vickie Wacek
BNI Vermont
Executive Director

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

Member Success Program

The BNI Member Success Program is available online at BNIUniversity.com for all new members (and current 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!

For those of you who have taken the Online Member Success Program, we highly recommend that you follow it up with the Member Success Program Workshop. In this course you will outline and practice your Weekly Presentations, Feature Presentations, learn the best practices for 1-2-1's, and how to effectively use your contact spheres.

Advanced Member Success Program

Monday – Friday, November 16 – 20, 2020

1:00 – 3:00 pm via Zoom

5 powerful and distinct workshops to take your BNI Membership to the next level!

New Member Skills Workshops

November 30, 2020 · 4:00 – 6:00 pm

January 25, 2021 · 4:00 – 6:00 pm

March 29, 2021 · 4:00 – 6:00 pm

Location for all New Member Skills Workshops:

Virtually hosted until further notice

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.

October 21: [Episode 678:](#) How to Give Visitors a "Wow!" Experience

October 28: [Episode 679:](#) How Young Do You Have to Be to Network?

November 4: [Episode 680:](#) A Beacon of Hope in a Sea of Fear

November 11: [Episode 681:](#) Mindset is Everything

Additional Podcasts

BNI New Hampshire Executive Director, Tim Roberts, has been presenting his own BNI based podcasts for a couple years. Check out the [BNI & The Power of One](#) and [Success Through Referrals](#) Podcasts by visiting your podcast provider, such as Stitcher, Castbox, Spotify, and more.

From the BNI Team



Erik Kolomaznik
*BNI VT Director
Consultant*

Your Business Approach to BNI

By Erik Kolomaznik, BNI VT Director Consultant

Recently, while troubleshooting, coaching, and planning with some BNI chapters, I was reminded about several important parallels between a BNI chapter and a business entity. Consider the roles that we use to operate the chapter:

- President = CEO
- Vice President = HR Director
- Secretary Treasurer = CFO
- Membership Committee = Personnel department
- Growth Coordinator, Web Master, & Event Coordinator = Marketing Department
- Education Coordinator = Training Department
- Visitor Host team = Account Management
- Mentor team = Onboarding & Retention

At this time of year, chapter leadership has written a business plan and set goals for the new year. When the calendar flips over, it could be a good time to recalibrate our thinking. I invite you to take stock and assess your BNI efforts through the same lens you use on your own business. This may boil down to simple ideas, though admittedly not always easy in practice. To keep it simple, we can ask ourselves questions like these:

- Would I show up late to a meeting with a client or potential client? Would I arrive unprepared and ‘wing it’? If my fellow members are worth a referral, would showing up late and unprepared for a 121 or chapter meeting be equivalent?
- When considering a new member in the interview process: Would I hire this person to work for me? Would I hire them to represent my company, to be on my sales force, or as a brand ambassador?
- When choosing a topic of conversation, would I bring up politics, Red Sox vs. Yankees, or religion at a client meeting? If not, would it be wise to reconsider what I bring up in BNI settings?
- If I meet with a prospective client and they’re interested in my services, would I schedule my next follow up with them sometime next month? Or would I make myself available asap next week? The same is true for making a connection with a BNI member. Why not schedule the next 121 to move mutual business forward asap rather than wait a ‘respectable interval’?
- How are visitors similar to new incoming customers? How are current members similar to repeat customers? How are our ‘customer service’ efforts designed and executed to take excellent care of both of them?
- The time and attention I put into using the BNI system are investments in my business, and what is the Return-On-Investment for each decision? Am I getting a good return on this activity, and what can I do to better maximize the ROI? Am I producing a good enough return that I should continue; or even do it more?

I often suggest that members in leadership positions or just in everyday BNI activities ask themselves these types of questions all the time. Just about any tactic and strategy we could employ to improve our own business has a parallel in our BNI experience - especially now, with obvious pivots toward technology and online business systems.

I’ve heard that it was Yogi Berra who said, “The way you play here is the way you play everywhere.” Naturally, he was talking about playing at the top of your game on and off the field. Here, we’re talking about operating at the same level in BNI as we do in our business.

Best wishes in the new year, and I hope this perspective can help you and your chapter be productive and prosperous in 2021!

About the Author

Shelburne BNI

Meets Thursdays, 8:30 – 10:00 am
Shelburne BNI Virtual Meeting Room

Current Roles: BNI Vermont Director Consultant
Mentor Coordinator, Shelburne BNI

Past Role: President (2), Vice President, Membership Committee, Growth Coordinator, Education Coordinator, and Visitor Host, Shelburne BNI

Events

New Chapters Forming!

Brattleboro
Bennington
Grand Isle
Manchester
Newport
Rutland
St. Johnsbury

Stowe – Contact Heather with interested professionals!
Woodstock

Contact Chapter Launch Directors

Heather Belanger 802-233-9737, Heather@BNIVermont.com
Erin Perrin 802-871-5965, Erin@BNIVermont.com

Event Calendar

NOVEMBER

- 11/16 - **Advanced Member Success Program**
- 11/20 1:00 – 3:00 pm each day, Zoom Virtual Meeting Room
- 11/24 **What is BNI? Interest Meeting**
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 11/30 **New Member Skills Workshop**
4:00 – 6:00 pm, Zoom Virtual Meeting Room

DECEMBER

- 12/8 **What is BNI? Interest Meeting**
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 12/9 **The Business Experience Series: Sights on Success**
3:00 – 5:00pm, Zoom Virtual Meeting Room
- 12/10 **National Speed Networking**
2:00 – 3:00 pm, Zoom Virtual Meeting Room

[Register for Events](#)



November 2nd Leadership Team Roundtable Attendees.

Chapter Growth

BNI Vermont chapters have launched the annual *Drive For Five* membership competition! We also look forward to celebrating new additions to the BNI Vermont Gold Club!

Build your business, build your chapter, and help your chapter drive to higher levels!

Good luck, and we look forward to celebrating you and your chapter's success over the coming months!

DRIVE FOR FIVE

////////// SEPTEMBER 1 – DECEMBER 31, 2020 //////////

Induct **5 NEW MEMBERS** to Win!

EVERY MEMBER IN A CHAPTER

that inducts **5 new members**

with application dates on or between
September 1 – December 31, 2020

will receive a

Large BNI Card Holder or a **BNI Padfolio** of their choice
and a **voucher to attend one of**

The Business Experience Series Workshops in 2021

EVERY MEMBER

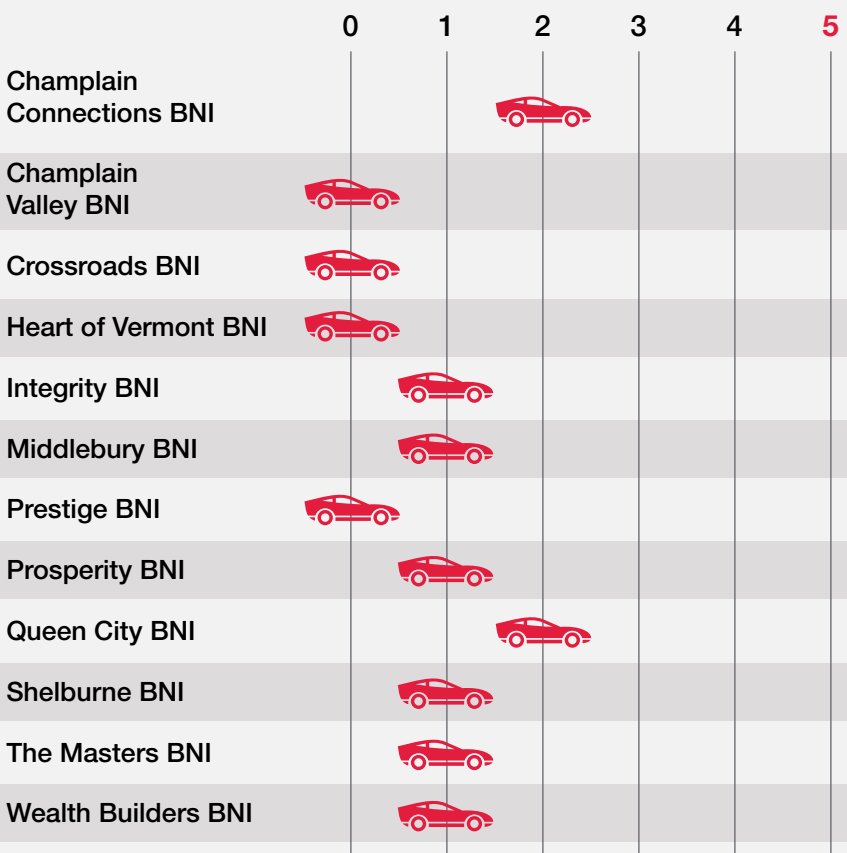
who sponsors a new member

with an application date on or between
September 1 – December 31, 2020

will receive a

**\$40 Gift Card to any
Vermont-Based Business**

Number of New Referral Partners



Member Recognition

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.



Nicolas Martin
Telecommunications
Burlington Telecom
Champlain Connections BNI, Burlington



Jay Stearns
Videographer
Accent Productions
Champlain Valley BNI, South Burlington



Diane Maurice-Brault
Skin Care
Vermont Lavender
Crossroads BNI, Berlin



Sharon Grimes
Accountant
Sharon Grimes Accounting, LLC
Heart of Vermont BNI, Montpelier

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

Mollie Lannen

CW Print & Design, Queen City BNI

Gina Buchanan

Buchanan Virtual Office LLC, The Masters BNI

Christine Golden

Golden Consulting, LLC, Champlain Connections BNI

Julia Wilk

Word & Web, Heart of Vermont BNI

Timothy Monty

Financial Professional Associates, Integrity BNI

John Borch

Real Property Management Sterling, Wealth Builders BNI

Justin Mead

HomeBridge Financial, Wealth Builders BNI

Chapters In The Green - October 2020

CONGRATULATIONS TO **Champlain Connections BNI, Burlington**

To access your Chapter's Traffic Lights Report, go to:
BNIConnect.com -> Reports -> Chapter -> Chapter Traffic Lights

6 Months Perfect Attendance

Jessica Hubis

Missing Piece Bakery, Prestige BNI

Bob Boucher

Dependable Service, Middlebury BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

Kate Tucker

Hall Communications, Queen City BNI

Mike Sealy

BTV Creative, Champlain Valley BNI

Michael Languasco

People's United Bank N.A., Champlain Valley BNI

Robert Diaco

Signarama, Wealth Builders BNI

Larry Gilbert

Zoombikes, Heart of Vermont BNI

Deborah Phillips

The World, Heart of Vermont BNI

Diane Maurice-Brault

Vermont Lavender, Crossroads BNI

Julia Wilk

Work & Web Design, Heart of Vermont BNI

Erik Kolomaznik

CK Financial, Shelburne BNI

Alex Duval

Wendall's Furniture, The Masters BNI

Kassidee O'Neill

Lila Mae Massage, The Masters BNI

Meghan Corbett

State Farm Insurance, Wealth Builders BNI

Rick Gomez

RVG Electric, Wealth Builders BNI

Caroline S. Earle

Earle & Freeman PLC, Crossroads BNI

Justin Loati

La Panciata, Crossroads BNI

Brian Miller

Green Mountain Resolution, Integrity BNI

Tracy Stolese

Shelburne Gift Company, The Masters BNI

Blair Knowles

Ridgeline Real Estate, Prosperity BNI

Catherine Moller

Sidepony Boutique, Champlain Connections BNI

Geoff Garrow

Symmytree LLC, The Masters BNI

John Borch

Real Property Management Sterling, Wealth Builders BNI

Larry Hawley

The Vermont Agency, Prosperity BNI

Melendy Comey

Cabi, Prosperity BNI

Robert Caneco

Robert A Caneco R.A., Champlain Valley BNI

Thomas Johnston

Trees Incorporated, Middlebury BNI

Jay Vallieres

Movement Mortgage, Champlain Connections BNI

Jessica Hall

Inspire Physical Therapy, Champlain Connections BNI

Sharon Grimes

Sharon Grimes Accounting, LLC, Heart of Vermont BNI

Soren Pfeffer

Central Vermont Real Estate, Heart of Vermont BNI

6 Months Perfect Attendance (cont.)

Amy Crawford

Clover Ridge Media, Integrity BNI

Kylie Billings

KeyBank, Integrity BNI

April Lajeunesse

The Passionate and Purposeful Life, Prosperity BNI

Jeff Teplitz

Academy Mortgage Corporation, Prosperity BNI

Erin Perrin

Academy Mortgage Corporation, Queen City BNI

Alice Lissarrague

Lissarrague College Guidance, Shelburne BNI

Kate O'Malley

Juice Plus+, The Masters BNI

Steve Hartmann

Affiliated Associates, The Masters BNI

Christine Golden

Golden Consulting LLC, Champlain Connections BNI

Kristen Mills

Ridgeline Real Estate, Wealth Builders BNI

Lisa Taft Sylvester

Interrobang Design Collaborative, Inc., Queen City BNI

Marie Shepherd

KW Vermont, Crossroads BNI

Mary Catherine Jones

Voice Over Vermont, Champlain Connections BNI

Mary Whitcomb

Stella Maris Education, LLC, Champlain Connections BNI

Michael Hughart

Kinney Insurance, Integrity BNI

Nicholas Roop

Commonwealth Financial Group, Prosperity BNI

Paul Richardson

StoryWorkz Photography, Crossroads BNI

Reed Prescott III

Prescott Galleries @ Verde Mountain, Middlebury BNI

Richard Fox

Law Office of Richard J. Fox PLLC, Champlain Connections BNI

Timothy Monty

Professional Financial Associates, LLC, Integrity BNI

Alan Kinney

Kinney Insurance, Prestige BNI

Barbara Alpert

Shabda Wellness, Crossroads BNI

David Hills

Waypoint Management Services, Middlebury BNI

Matt Stevers

White Oak Construction, Middlebury BNI

Nicole Tatro

Elite Health and Wellness, Champlain Valley BNI

New Members - October 2020

Lori Bielawa

Waggles, LLC, Queen City BNI

Jason Davila

Invictus Chiropractic, Integrity BNI

Rebecca Palmer

Gratitude for Wellness, Shelburne BNI

Justin Mead

Homebridge Financial Services, Wealth Builders BNI

Leah McCue

In Touch Bodywork, Champlain Connections BNI

Andrew Toy

Rob Shea Carpentry, Integrity BNI

Renewed Members - October 2020

Darren Maynard

Maynard Clinic of Acupuncture, Champlain Connections BNI

Natanya Lara

Natanya Lara Energy Healing, Shelburne BNI

Christy Feiker

Thrive Journey, Inc., Shelburne BNI

Steve Redmond

Rival Brands, Shelburne BNI

Adam Ginsburg

A. Ginsburg Architects, Shelburne BNI

Molly Goodyear

802 Social, Shelburne BNI

Rosann Kramer

Runway Auto, Champlain Connections BNI

Michael Townsend

Chiropractic First, Wealth Builders BNI

Scott Wiegand

Brave Coffee Roasters, Crossroads BNI

Sam Markewich

Downtown Up, Crossroads BNI

Justin Dennis

JD Designs, Prestige BNI

Kylie Billings

Key Bank, Integrity BNI

Johannes Ziegler

JZ Carpentry, Champlain Valley BNI

Jeff Teplitz

Academy Mortgage, Prosperity BNI

How Do You Givers Gain[®]?

BNI Vermont is always interested in working with motivated Vermont professionals to continue the important role of supporting Vermont businesses through referrals! If you are interested in learning more about becoming a part of the BNI Vermont Team as an Ambassador, Coordinator Specialist, or Director Consultant, contact Executive Director, Vickie Wacek, at Vickie@BNIVermont.com.

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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