



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

*December - a month of lights, snow, and feasts; a time to make amends and tie up loose ends; a place to finish off what you started and hope your wishes come true.*

**A**FTER A YEAR LIKE 2020 UNDER OUR BELTS, it is with joy and enthusiasm that we look forward to 2021! This past year has taught us all so much about ourselves, our businesses, our clients, and, of course, our BNI memberships. This new knowledge will result in a powerful new year ahead of us.

We are excited to celebrate the results of our annual Drive for Five campaign! Among our 12 referral groups, we have increased our power of relationships with 24 new referral partners! We joyfully welcome all of the new professionals that will be teaching us so much about their important industries and will provide outstanding services to our referred clients. The power of our word-of-mouth has just gone up exponentially and all of our businesses will expand because of our new partnerships.

Our transition into 2021 means a lot of activity for you and your chapters. We will be preparing for your chapter's Visitors' Day events, Chapter Success Programs, and the 8<sup>th</sup> Annual BNI Vermont Awards Banquet. It also means celebrating the growth of the BNI Vermont Team with three new Ambassadors (see later in the newsletter), and the addition of one new Director Consultant. We are also hard at work

launching new BNI chapters to create more networks for you to connect with in the months and years to come.

We wish you and yours a wonderful holiday! Be safe and we'll see you in 2021!

Happy Networking!



**Vickie Wacek**  
BNI Vermont  
Executive Director

## Monthly Networking Tip: Mentoring Builds Your Business

[Watch video on YouTube](#)

Making money in BNI can be attributed to the following quote:

*“What you do thunders above your head so loudly that I cannot hear the words you speak.” -Ralph Waldo Emerson*

In other words, your actions produce more quality referrals than your words. This is why I want to connect with you about the power of being a Mentor.



Trust is a critical part of the referral process, and time and again I've seen the strongest Mentors in a BNI chapter make incredible strides for their own businesses because the Mentor Role is such a powerful way to build trust. Mentors truly put Givers Gain® to work. They are primarily focused on their Mentee, honing in on the areas where they are struggling or missing important insights. Mentors expect nothing in return and find joy in watching their Mentee gain traction in their membership. This self-sacrifice earns genuine trust that translates into referrals.

Are you interested in helping your peers level up? Try these ideas:

- Join your chapter's Mentor Team
- Use Recognition after your weekly meeting to tell fellow members something they did during the meeting that you liked and appreciated
- When you have an idea that you think will help a fellow member, reach out to them (phone, text, open networking, etc.). To get that conversation started, try this opener: "If I thought of something that I thought would help you with your business, would you want to know?"

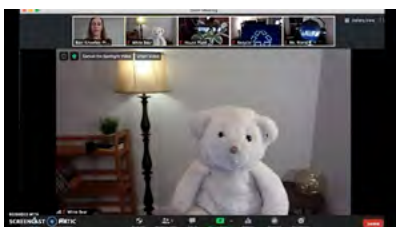
When others view you as an expert in an area like BNI, they learn to trust your insights in others. Show others that you understand how to use a BNI membership and that will translate to trust when you speak about your own business!

- Vickie Wacek, Executive Director, BNI Vermont

## Monthly Zoom Tip: I Can See You! Better Lighting in Zoom

[Watch video on YouTube](#)

Nothing kills your professional look like bad lighting. AND if you are anything like me, thrifty Vermonter that I am, you won't be spending money anytime soon to enhance your "Zoom Look". Just the thought of such vanity sends shivers down your spine.



Never fear, there are solutions to your problem in your office and home. In this video, I showcase how you can use the items that you already have to sharpen your look online. **My top tip is to place a lamp behind and above your computer screen.** In my setup, I have removed the lampshade for extra illumination.

To learn more, or just to see what my war zone of a desk looks like on an average workday, give my video a quick watch. Happy networking and I hope to catch you on Zoom soon!

- Blair Knowles, Chapter Webmaster, Prosperity BNI

# Continuing Education

## 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)

## Member Success Program

The BNI Member Success Program is available online at [BNIUniversity.com](http://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 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, May 24 – May 28, 2021**

1:00 – 3:00 pm via Zoom

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

### 2021 New Member Skills Workshops

**January 25** · 4:00 – 6:00 pm

**March 29** · 4:00 – 6:00 pm

**May 31** · 4:00 – 6:00 pm

**July 26** · 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.

**November 18:** [Episode 682:](#) Givers Gain Communities

**November 25:** [Episode 683:](#) One Tool for Hundreds of Referrals

**December 2:** [Episode 684:](#) Cause Networking

**December 9:** [Episode 685:](#) We Don't Pay You to Think

### 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.



**Diane Ravenscroft**  
BNI VT Ambassador

## Experience IS your Sales Training

*By Diane Ravenscroft, BNI VT Ambassador*

BNI has so many capable people ready to share their experiences to support our success. As William Shakespeare penned hundreds of years ago: “Experience is the best teacher.”

This timeless wisdom informs my life and business as I recognize there is always something I can learn in order to help me grow personally and professionally. How about you? I recognized long ago that to *have* a business is not the same thing as to *be* in business.

It’s obvious to state that without customers we just *have* a business. We are *in* business when we generate revenue. Ongoing revenue keeps us in business long-term. Increasing our customer base is an essential aspect of staying in business, so we must find new customers all the time. When I feel stuck, I recall how many business people I have learned from throughout my life.

My earliest recollection is from my time as a Mary Kay Consultant, fresh out of high school. During a house party, I was not only convinced to try the product, but to try the opportunity as well. With the training, knowledge, support, and Go-Give Spirit (a Mary Kay equivalent to Givers Gain), within two years I had earned the Mary Kay car and had a sales team of my own. I paid for my undergraduate degree from the revenue. I learned about building genuine relationships as the first step in the sales process.

The supportive infrastructure of people, processes, and programs is also what I have experienced through BNI. We are all part of unique sales teams in our chapters and can access numerous resources designed to help us grow our businesses. It’s up to us to take time to access these resources to equip ourselves to develop skills to improve our abilities, little by little.

My experiences so far with BNI have taught me more than I can write in these five hundred words. I still emphasize product knowledge as essential to *sharing about my services* rather than making the customer *feel* like I am selling them something. I still need to listen better, and I am working on doing so by taking actions to not interrupt and focus on the needs of my clients and potential clients.

My Granny Muir used to tell us that when you stop learning, you’re dead. That’s pretty strong language. Her gut knew what neuroscience claims: that when we learn something, our brain naturally defaults to what we committed to memory *and* we can grow and change all throughout our lives. Granny just shared information about what she believed in and quickly others shared in her enthusiasm. Granny would say: “Once they share my enthusiasm, they will share their money.”

The transaction came from their relationship with her and their belief in the benefit of what she had to offer.

So what has being in business taught you? How have you learned from your experiences? Are you willing to learn and share your experiences? Start today. We all have something to teach one another.

## About the Author

### Shelburne BNI

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

**Current Roles:** BNI Vermont Ambassador,  
Education Coordinator, Shelburne BNI

**Past Role:** Membership Committee, Shelburne BNI

# Events

## New Chapters Forming!

**Brattleboro** – Contact April with any interested professionals!

**Bennington**

**Grand Isle**

**Manchester**

**Newport**

**Rutland** – Contact Erin with any interested professionals!

**St. Johnsbury**

**Stowe** – Contact Heather with interested professionals!

**Waitsfield**

**Contact Chapter Launch Directors**

**Heather Belanger** 802-233-9737, Heather@BNIVermont.com

**Erin Perrin** 802-871-5965, Erin@BNIVermont.com

## Event Calendar

### 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

### JANUARY

- 1/12 What is BNI? Interest Meeting**  
Curious about BNI?  
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 1/12 The Business Experience Series: Sights on Success**  
3:00 – 5:00 pm, Zoom Virtual Meeting Room
- 1/14 National Speed Networking**  
2:00 – 3:00 pm, Zoom Virtual Meeting Room
- 1/26 What is BNI? Interest Meeting**  
Curious about BNI?  
11:00 am – 12:30 pm, Zoom Virtual Meeting Room

### FEBRUARY

- 2/9 What is BNI? Interest Meeting**  
Curious about BNI?  
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 2/23 What is BNI? Interest Meeting**  
Curious about BNI?  
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 2/23 The Business Experience Series – What Do You Do? (Elevator Pitches)**  
3:00 – 5:00 pm, Virtual Zoom Meeting Room

[Register for Events](#)



November 30<sup>th</sup> New Member Skills Workshop Attendees.



# Chapter Growth

BNI Vermont chapters are in the final weeks of 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**

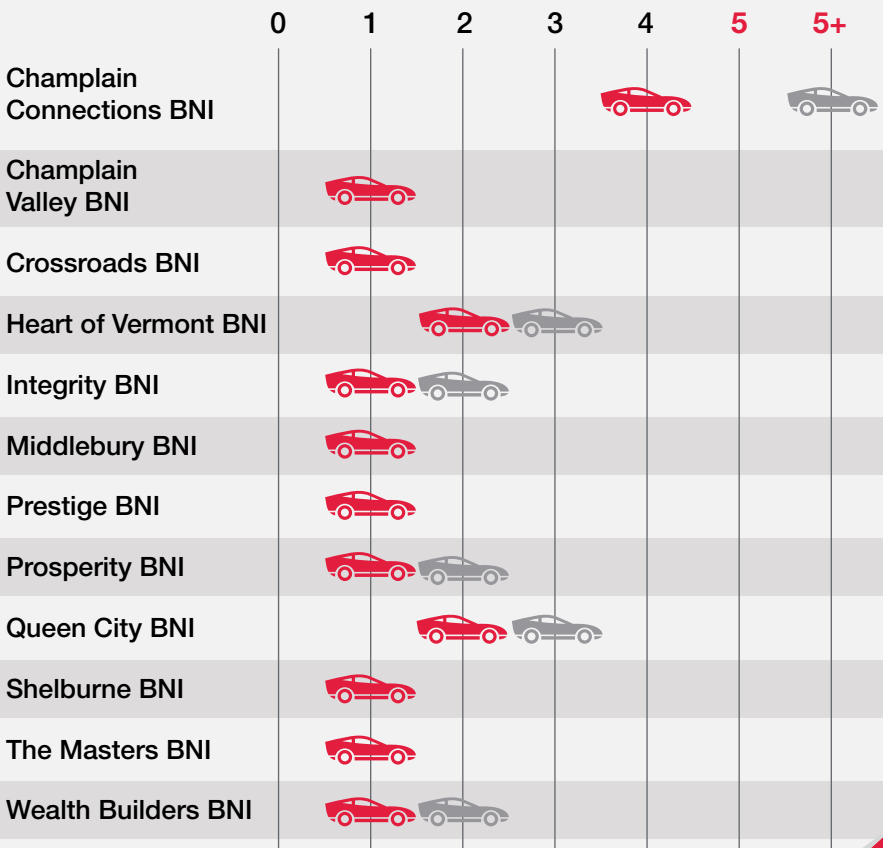
who sponsors a new member

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



 = pending applications

# 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](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.



**Brian Miller**  
*Mediator and Conflict Consultant*  
**Green Mountain Resolutions**  
Integrity BNI, Essex, VT



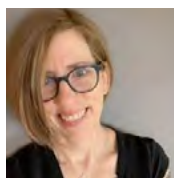
**Mike Quinlan**  
*Marketing*  
**Clover Ridge Media**  
Middlebury BNI, Middlebury, VT



**Matthew Walker**  
*Corporate Apparel*  
**JC Image**  
Prestige BNI, Saint Albans, VT



**Jeff Teplitz**  
*Mortgage Originator*  
**Academy Mortgage**  
Prosperity BNI, Williston, VT



**Lisa Taft Sylvester**  
*Graphic Design*  
**Interrobang Design Collaborative, Inc.**  
Queen City BNI, Burlington, VT

---

## 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

**Tracy Stolese**

Shelburne Gift Company, The Masters BNI

## Chapters In The Green - November 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

**Robert Diaco**

Signarama, Wealth Builders BNI

**Larry Gilbert**

Zoombikes, Heart of Vermont BNI

**Deborah Phillips**

The World, Heart of Vermont 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

**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

**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



# 6 Months Perfect Attendance (cont.)

**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

**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

**Andrew Cate**

Andrew Cate Photography, Queen City BNI

**Gillian Franks**

Feldenkrais with Gillian Franks, Shelburne BNI

**Gina Buchanan**

Buchanan Virtual Office LLC, The Masters BNI

**Jackie Budgor**

Blue Lotus Cleaning, Champlain Valley BNI

**Jeff Teplitz**

Academy Mortgage Corporation, Prosperity BNI

**Michael Sealy**

BTV Creative, Champlain Valley BNI

**Scott Weigand**

Brave Coffee and Tea, Crossroads BNI

**Terry Wetmore**

Liberty Mutual, Integrity BNI

## New Members - November 2020

### **Lisa Danforth**

Lisa Danforth Coaching, Champlain Connections BNI

### **Darcy Holm**

Moving Mountains Healing, LLC, Champlain Connections BNI

### **Mironda Meyer**

Mironda's House of Wellness and Fitness, Champlain Connections BNI

### **Keith Marino**

Good Harbor Retirement Solutions, Champlain Connections BNI

### **Victoria Crowne**

bemergroup.com, Middlebury BNI

### **Kyle Anderson**

Da Vinci Tax & Accounting, Champlain Valley BNI

### **Samara Owen**

802 Cars, Heart of Vermont BNI

### **Brian Christian**

Christian Electric, Prestige BNI

## Renewed Members - November 2020

### **Monica Chapman**

PuroClean, Champlain Connections BNI

### **Kate O'Malley**

JuicePlus+, The Masters BNI

### **Alison Pigeon**

Branding Solutions, Queen City BNI

### **Stephanie Gurreri**

Pames Provisions, Queen City BNI

### **Zachary Papst**

Liberty Mutual, Queen City BNI

### **Amy Crawford**

Clover Ridge Media, Middlebury BNI

### **John Holzscheiter**

The Vermont Agency, Prestige BNI

### **Matt Walker**

JC Image, Prestige BNI

### **Jackie Budgor**

Blue Lotus Cleaning, Champlain Valley BNI

### **Jaimeelyn Gaboriault**

Gaboriault and Sons, Champlain Connections BNI

## Welcome to Our New BNI Vermont Ambassadors!



**Seth Gifford** is the owner of Gifford Construction and has been a member of Shelburne BNI since March 2017. He was recognized by his chapter in 2018 with the Givers Gain Member of the Year Award and has generated over \$425,000 in TYFCB for his fellow members!



**Larry Gilbert** is a security systems expert with Vermont Security and Vice President Alum of Heart of Vermont BNI in Montpelier. He was accepted into his chapter in April 2017 and was recognized by his fellow members as his chapter's 2020 Member of the Year recipient!



**Gina Buchanan** owns Buchanan Virtual Office and is the current second-term Vice President of The Masters BNI in Colchester. She was accepted into her chapter in May 2019, and received her chapter's 2020 Rookie of the Year award in her first year of membership! Gina is also a member of the BNI Vermont 100 Club, with 3 consecutive months with a perfect 100 in the Power of One Report!

## 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**

PO Box 64737 · Burlington, VT 05406

Phone: 802-557-0111

Vickie@BNIVermont.com

[www.BNIVermont.com](http://www.BNIVermont.com)

# **BNI**<sup>®</sup>

*Changing the Way the World Does Business<sup>®</sup>*