



Givers Gain[®] Monthly

From Our Executive Director

March is a month of expectation. – Emily Dickinson

I T WAS A YEAR AGO that we made the shift from in-person to virtual, from “business as usual” to a year full of new beginnings, new experiences, and lots of change. So much has happened in the last year in our BNI communities. We’ve helped each other pivot our businesses, re-imagine our prospects and processes, and generally not just survive, but maybe even thrive through all of this change!

The month of March finds us in the BNI Vermont office hard at work preparing for our annual Awards Celebration! We’re looking forward to recognizing nearly 80 members through member nominations, regional nominations, and member achievements. We’re moving this year’s banquet to a new virtual environment called Topia which differs from Zoom in that it allows attendees to interact with their environment – to walk around, click on items, and to easily talk with the individuals you want to talk with. Not only will we have a chance to celebrate, but there will be plenty of opportunities to network and meet new people!

On the BNI Horizon is our annual BNI USA Membership Extravaganza, this year called ACTivate! From April 1st to June 2nd we’ll be supporting chapter events that bring you all closer together and grow your businesses! Stay tuned for more from your Leadership Team and Director Consultant!

And as the summer months get closer we will be preparing for your annual Leadership Team Transition, which starts in

June with member nominations and wraps up in September with annual Chapter Team Training! It’s not too early to think about what your 2021-2022 term is going to look like for your business, and what roll you are interested in taking in your chapter that will build your credibility and leadership skills.

Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Monthly Networking Tip: What Does It Mean to be a Proud BNI Member?

[Watch video on YouTube](#)



Thankfully it's been a while since I've heard someone call BNI a cult. There's too much confusion and negativity around that word because few realize that it is derived from the word culture, and speaks to the enthusiasm that a group of people have for the same thing. In BNI, we know that feels like; being part of a group of people who are all "in it together". In our case, this enthusiasm and culture focuses around our for- and non-profit businesses, and over time evolves into our care and support of one another personally.

And this is what it means to be a Proud BNI Member!

When our BNI chapter is productive, fun, and engaging, we find ourselves doing two things:

1. Looking forward to activities with our fellow members (weekly meetings, One-to-Ones, Contact Sphere and Power Team Meetings, and visitor events), and
2. Sharing our chapter and our members with our family, friends, and clients.

Pride is joyous – it wants to be shared! With Givers Gain® at the core of all we do in BNI, we know the impact we can have by spreading it. What we do together really does *Change the Way the World Does Business*.

So, let your BNI pride show! You've worked hard with your members, as they have with you. The more you spread information about their businesses, the bigger an impact you can make for them, and the pride will spread even farther. Let your experiences show through **telling stories**, sharing on social media, and by giving of your time and attention. Thank you for being a part of BNI!

- Vickie Wacek, Executive Director, BNI Vermont

Monthly Zoom Tip: What's That Behind You?

[Watch video on YouTube](#)

Because many of us are working from home these days, we can tend to overlook our surroundings because we are used to them. Generally this isn't an issue – we don't have people coming over on a regular basis to inspect our tidiness. Or do we?

With Zoom meetings being a regular part of our daily communications, our homes are now telling others a lot about us, just like **our attire**. So, are you busy attending virtual events, but accidentally showing off a pile of clothes, a confusing pile of books and paperwork, or a cluttered room?



This month's Zoom networking tip is all about taking your virtual meetings up a notch by considering what your surroundings say about you. For example, I angled my camera in my home office to show off my book cases because I like what my hundreds of books say about me! And before each virtual meeting, I look around the room and straighten or move paperwork or even the dog's bed to create a more streamlined background.

So turn around, right now. What do you see? Do you like what you see? What small change could you make to take your surroundings up a level? Maybe remove an item or two, or add a plant, or straighten that picture hanging on the wall. Some of you may have an environment that works for using a **Virtual Background**. Regardless, consider who you are and how you'd like the world to perceive you – then make a choice to say that through your surroundings!

- Vickie Wacek, Executive Director, BNI Vermont

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 Why not take a few minutes right now to check out what this site has in store for you!

Member Success Program

The BNI **Member Success Program** is an online course for all new members to support their first 60 days of membership. Its accessibility through BNIUniversity.com means that the entire course can be accomplished via the BNI University App on your phone, as well as through the website. Because the workshop is virtual, it can be tackled at a pace that fits each new member (as long as it's completed within 60 days). **Cost:** Covered by annual membership dues.

For those of you that have completed the online BNI Member Success Program, we highly recommend that you follow it up with the **New Member Skills Workshop**. In this workshop you will gain real-life skills to build your business through BNI, including honing your Weekly Presentations and Feature Presentations, learning best practices for 1-2-1's, and discovering ways to effectively use your Contact Spheres. **Cost:** Covered by annual membership dues.

Chapter Success Programs are offered individually for each chapter so that all members can easily access the program annually as part of their membership. Each Chapter Success Program is geared to the needs and interests of each chapter and evolves from year-to-year. Check with your Leadership Team for the date of your next Chapter Success Program! **Cost:** Covered by annual membership dues.

The **Advanced Member Success Program** is advanced training available twice a year (May and November) for members looking to take their networking skills to a much higher level. It's recommended for members with 6 months or more of membership and features 5 workshops offered over 5 consecutive days. The program is not offered per workshop and can only be purchased and participated in full. **Cost:** \$250.00. To set up a payment plan for the workshop, contact Vickie Wacek at Vickie@BNIVermont.com

2021 New Member Skills Workshops

March 29 · 4:00 – 6:00 pm

May 31 · 4:00 – 6:00 pm

July 26 · 4:00 – 6:00 pm

Advanced Member Success Program

Monday – Friday, May 24 – May 28, 2021

1:00 – 3:00 pm via Zoom

Location for all 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.

February 17: [Episode 694](#): Diversity, Equity, and Inclusion

February 24: [Episode 695](#): Finding the Good in Bad Times

March 3: [Episode 696](#): Addition by Subtraction
(Classic Podcast)

March 10: [Episode 697](#): The Connector Effect

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.



A Journey of Continuous Improvement

By Rosann Kramer, BNI VT Ambassador

In 1998 I started my career in the Collision Industry with DuPont. I was learning everything I could and asked a lot of questions. If something did not make sense, I asked why it was done that way. The usual answer was, "I don't know, we've always done it that way." I didn't like that answer then and I don't like that answer now.

Rosann Kramer

*BNI VT
Ambassador*

The Collision Industry and I have evolved together. I have been a student of continuous improvement through Lean and Six Sigma Green Belt Certification. Six Sigma focuses on reducing process variation and Lean removes waste (non-value-added processes). Continuous improvement is a journey that never ends. Let's break down your journey of continuous improvement into three basic principles that will get you started; the 80/20 rule, value-added and changing only one thing at a time.

The 80/20 rule is a guide to focus on what happens 80% of the time. It is easy to get caught up in the "what ifs" that happen in every business, however for continuous improvement, do NOT make changes or implement systems for all the "what ifs" that come up. Only make changes or implement procedures for those things that happen 80% of the time.

When you think of value-added for your business think of it from your customer's perspective. Does this procedure ADD VALUE to the product, service or customer's experience? How many of you have been to the Doctor's office two or three times in a month and been asked to fill out the same 10 pages of the same information? Me too. That system is redundant or wasteful, therefore has no value. On an annual Doctor's appointment, I was handed the printed-out of information from the year before with an area to make changes, initial and sign at the bottom. That was a value-added process.

Now it's time to get into some changes; OK one thing. It is easier to focus on only one thing and give it all your attention. Your results will be clear and not muddled with other factors. The first step is to decide what to change and why. A continuous improvement log can be used to document things to change and how often they occur. As problems occur add them to the log. Once you have data, start with the problem that happens over and over. Take a deeper look into that issue. Does it happen 80% of the time and does it add value to my customer. If the answer is yes to both, come up with a process change to solve the problem. Implement that process change.

After implementing ONE change, let the process or system proceed for 30, 60 or 90 days to get results. You may notice an impact on other aspects of the organization. When ONE thing changes, other areas may be affected and change too. For example, in BNI, when a chapter focuses on increasing the number and quality of 1.2.1s they will usually see an increase in referrals.

Continuous improvement is the journey successful businesses take every day, week, month and year. It is ongoing and many times your customer does not know you are doing anything other than delivering an excellent customer experience year after year. Always keep a continuous improvement log and tackle one thing at a time, use the 80/20 rule and add value to your customers' experience.

About the Author

Champlain Connections BNI

Meets Fridays, 7:30 – 9:00 am

Champlain Connections BNI Virtual Meeting Room

Current Roles: BNI VT Ambassador, Mentor, Secretary/Treasurer Trainer

Past Roles: Secretary/Treasurer, Growth Coordinator, Mentor Coordinator, Mentor, Champlain Connections 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

MARCH

- 3/16 Queen City BNI Visitors' Day**
11:30 am – 1:00 pm, Virtual Zoom Meeting Room
- 3/17 Champlain Valley BNI Visitors' Day**
7:30 – 9:00 am, Virtual Zoom Meeting Room
- 3/19 Heart of Vermont BNI Visitors' Day**
8:00 – 9:30 am, Virtual Zoom Meeting Room
- 3/22 National Speed Networking**
12:00 pm – 1:00 pm, Zoom Virtual Meeting Room
- 3/23 What is BNI? Interest Meeting**
Curious about BNI? Come learn what we are all about!
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 3/24 Wealth Builders BNI Chapter Success Program**
10:30 am – 1:30 pm, Virtual Zoom Meeting Room
- 3/25 Shelburne BNI Chapter Success Program**
10:30 am – 1:30 pm, Virtual Zoom Meeting Room
- 3/25 Unlocking the Secrets of the Power of One Report**
3:00 – 5:00 pm, Zoom Virtual Meeting Room
- 3/29 New Member Skills Workshop**
4:00 – 6:00 pm, Zoom Virtual Meeting Room

APRIL

- 4/2 8th Annual BNI Vermont Awards Meet Up**
We announce our 2020 Rockstar Members
5:30 – 10:00 pm, Virtual Networking Space - Topia.io/BNI
Click [HERE](#) to purchase tickets
- 4/7 Queen City BNI Chapter Success Program**
8:00 – 11:00 am, Zoom Virtual Meeting Room
- 4/13 Prestige BNI Chapter Success Program**
10:00 am – 1:00 pm, Zoom Virtual Meeting Room
- 4/13 What is BNI? Interest Meeting**
Curious about BNI? Come learn what we are all about!
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 4/14 The Business Experience: The Platinum Rule**
3:00 – 5:00pm, Virtual Zoom Meeting Room
- 4/27 What is BNI? Interest Meeting**
Curious about BNI? Come learn what we are all about!
11:00 am – 12:30 pm, Zoom Virtual Meeting Room

MAY

- 5/3 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Virtual Zoom Meeting Room
- 5/4 Champlain Valley BNI Chapter Success Program**
9:30 am – 12:30 pm, Virtual Zoom Meeting Room
- 5/11 Integrity BNI Chapter Success Program**
10:00 am – 1:00 pm, Virtual Zoom Meeting Room
- 5/11 What is BNI? Interest Meeting**
Curious about BNI? Come learn what we are all about!
11:00 am – 12:30 pm, Zoom Virtual Meeting Room
- 5/13 Crossroads BNI Visitors' Day**
8:00 – 9:30 am, Virtual Zoom Meeting Room
- 5/19 The Business Experience: The Art of Referrals**
3:00pm to 5:00pm, Virtual Zoom Meeting Room
- 5/23 – 5/28 Advanced Member Success Program**
1:00 – 3:00 pm, Monday through Friday
Virtual Zoom Meeting Room

[Register for Events](#)

Events

New Chapters Forming!

Bennington
Brattleboro
Grand Isle
Manchester
Newport

Online-Only – Contact Vickie with any interested parties

Rutland – Contact Erin with interested professionals!

St. Johnsbury

Stowe – Contact Heather with interested professionals!

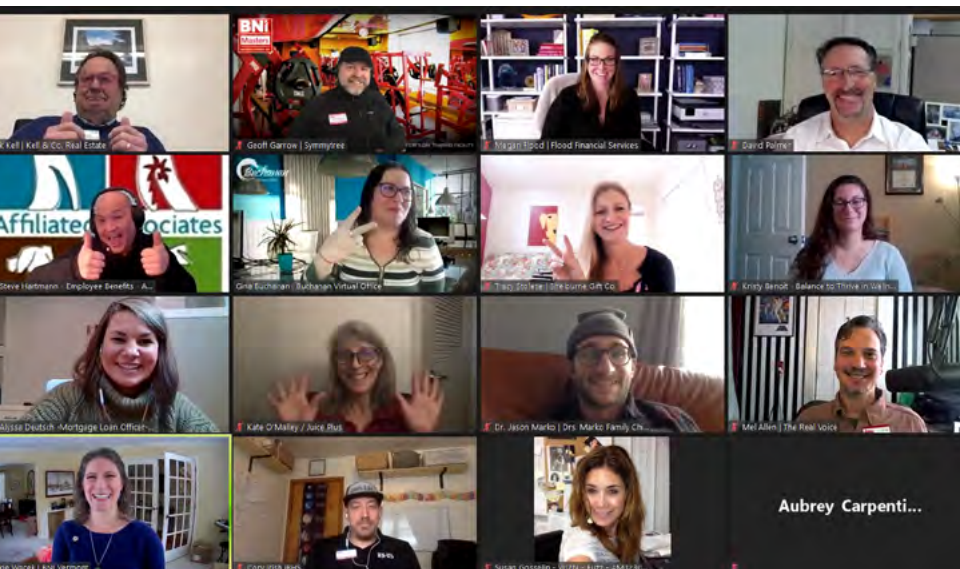
Waitsfield

Contact Chapter Launch Directors

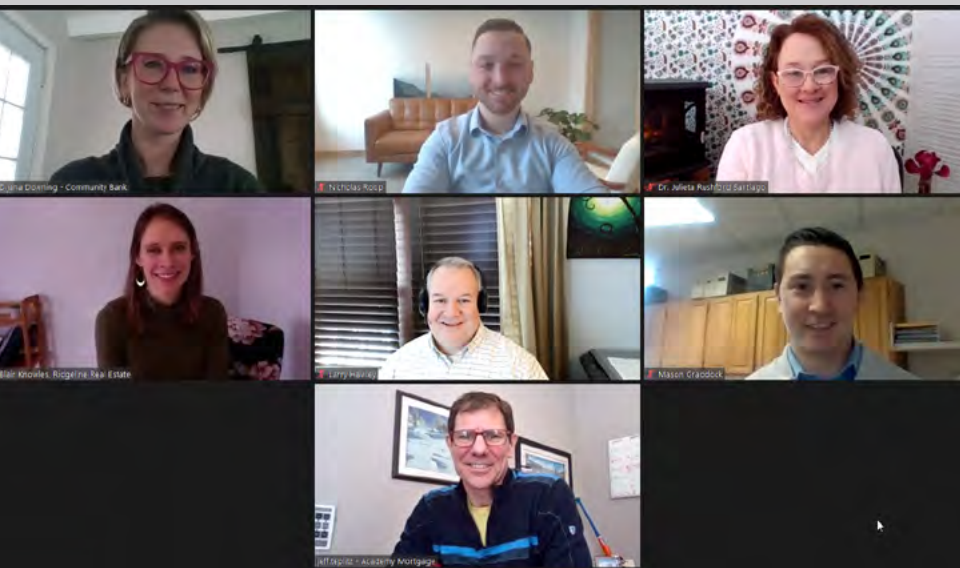
Heather Belanger 802-233-9737, Heather@BNIVermont.com

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

Vickie Wacek 802-557-0111, Vickie@BNIVermont.com



January 2021 Masters BNI Chapter Success Program Attendees.



February 2021 Prosperity BNI Chapter Success Program Attendees.



February 2021 Heart of Vermont BNI Chapter Success Program Attendees.

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.



Alan Kinney
Business Insurance
Kinney Insurance
Prestige BNI, Saint Albans



Nicholas Roop
Financial Advisor
Commonwealth Financial Group
Prosperity BNI, Williston



Elizabeth Davidson
Essential Oils Expert
doTERRA
Queen City BNI, Burlington



Tom Stuessy
Impact Consultant
Green Square Consulting
Shelburne BNI, Shelburne

Membership Extravaganza

ACTIVATE

Each One. Reach One.

This year's BNI United States Membership Extravaganza is called **ACTivate** and is being hosted from April 1st through June 2nd. It is geared towards supporting chapter achievements through a shared focus such as The BNI Game, a Contact Sphere inviting day, and/or a Visitors' Day! To learn more, connect with your Leadership Team and Director Consultant, and together we can achieve more!

Member Recognition

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

Julia Wilk

Word & Web, Heart of Vermont BNI

Timothy Monty

Financial Professional Associates, Integrity BNI

John Borch

Real Property Management Sterling, Wealth Builders BNI

John Jacob

Lendio, Wealth Builders BNI

Nicholas Roop

Commonwealth Financial Group, Prosperity BNI

Chapters In The Green - January 2021

CONGRATULATIONS TO **Champlain Connections BNI, Burlington** **SCORE OF 85 - Highest in Chapter's History**

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

6 Months Perfect Attendance

Aaron Barton

Extensity Creative, Champlain Connections BNI

Adam Ashe

Ashe Insurance, Champlain Connections BNI

Alan Kinney

Kinney Insurance, Prestige BNI

Alex Duval

Wendell's Furniture, The Masters BNI

Alice Lissarrague

Lissarrague College Guidance, Shelburne BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

Amy Crawford

Clover Ridge Media, Integrity BNI

Barbara Alpert

Shabda Wellness, Crossroads BNI

Bob Boucher

Dependable Cleaning, Middlebury BNI

Brian Miller

Green Mountain Resolution, Integrity BNI

Caroline Matte

Freelance Graphic Design, Champlain Connections BNI

Caroline S. Earle

Earle & Freeman PLC, Crossroads BNI

Catherine Moller

Sidepony Boutique, Champlain Connections BNI

Christine Golden

Golden Consulting LLC, Champlain Connections BNI

Corey Hevrin

The Vermont Agency, Champlain Connections BNI

David Hills

Waypoint Management Services, Middlebury BNI

Erik Kolomaznik

CK Financial, Shelburne BNI

6 Months Perfect Attendance (cont.)

Erin Perrin

Academy Mortgage Corporation, 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

Jay Vallieres

Movement Mortgage, Champlain Connections BNI

Jessica Hall

Inspire Physical Therapy, Champlain Connections BNI

Jessica Hubis

Missing Piece Bakery, Prestige BNI

John Borch

Real Property Management Sterling, Wealth Builders BNI

Julia Wilk

Work & Web Design, Heart of Vermont BNI

Julie Goodall

Genesis Consulting, Shelburne BNI

Justin Loati

La Panciata, Crossroads BNI

Kate O'Malley

Juice Plus+, The Masters BNI

Kate Tucker

Hall Communications, Queen City BNI

Kylie Billings

Professional Financial Associates, LLC, Integrity BNI

Larry Gilbert

Vermont Security, Heart of Vermont BNI

Larry Hawley

The Vermont Agency, Prosperity BNI

Lisa Taft Sylvester

Interrobang Design Collaborative, Inc., Queen City BNI

Mary Catherine Jones

Voice Over Vermont, Champlain Connections BNI

Matt Stevers

White Oak Construction, Middlebury BNI

Michael Sealy

BTV Creative, Champlain Valley 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

Robert Caneco

Robert A Caneco R.A., Champlain Valley BNI

Scott Weigand

Brave Coffee and Tea, Crossroads BNI

Sharon Grimes

Sharon Grimes Accounting, LLC, Heart of Vermont BNI

Steve Hartmann

Affiliated Associates, The Masters BNI

Terry Wetmore

Liberty Mutual, Integrity BNI

Timothy Monty

Professional Financial Associates, LLC, Integrity BNI

Tracy Stolese

Shelburne Gift Company, The Masters BNI

Alison Pigeon

Branding Solutions, Queen City BNI

Gayle Grim

Chellis Insurance Inc, Shelburne BNI

Katie Paquette

Moments by Kate, Wealth Builders BNI

Mike Quinlan

Clover Ridge Media, Middlebury BNI

6 Months Perfect Attendance (cont.)

Randolph Rowland

Teamwork LLC, Shelburne BNI

Robin Freeman

Earle & Freeman PLC, Heart of Vermont BNI

Tom Fagan

Carpenter & Costin, Middlebury BNI

Aubrey Carpentier

JoAnn's Uniforms & Embroidery Works, The Masters BNI

Kristy Benoit

Balance to Thrive in Wellness, LLC, The Masters BNI

Jack Kell

Kell & Company Real Estate, The Masters BNI

Abby Wadsworth

Whole Health Nutrition LLC, Champlain Connections BNI

Chad Hayes

Carter Insurance, Middlebury BNI

Darlene LeClair

Lakeside Electric LLC, Champlain Valley BNI

Diane Ravenscroft

Home Designs, LLC, Shelburne BNI

Elizabeth Davidson

doTERRA Wellness Advocate, Queen City BNI

James Cohen

JCohen Financial, Champlain Connections BNI

John Holzscheiter

The Vermont Agency, Prestige BNI

Melissa King

Kingfisher Learning, Champlain Connections BNI

Sarah Thompson

Clean Slate, Shelburne BNI

Steve Fuchs

Healthy Food, Healthy Planet, Nutrition & Habits Coaching, Champlain Connections BNI

Travis Spencer

Kinney Insurance, Champlain Valley BNI

Zachary Papst

Liberty Mutual, Queen City BNI

New Members – February 2021

Larissa Woods

Army National Guard, The Masters BNI

Natanya Lara

doTERRA Essential Oils, Champlain Connections BNI

Kristen Schmaling

Further Up Design, Prestige BNI

Amy Escott

Escott Legal Services PLC, Queen City BNI

Corey Thacker

Quantum Leap Capital, Middlebury BNI

Suzanne Johnson

Sail Beyond Cancer Vermont, Champlain Connections BNI

Renewed Members – February 2021

Terry Wetmore

Liberty Mutual, Integrity BNI

Larry Hawley

The Vermont Agency, Prosperity BNI

Tom Fagan

Carpenter & Costin, Middlebury BNI

Seth Gifford

Gifford Construction, Shelburne BNI

Darlene LeClair

Lakeside Electric Inc., Champlain Valley BNI

Tom Stuessy

Green Square Consulting, Shelburne BNI

Member Recognition

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.



February 2021 Leadership Roundtable Attendees.

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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