



Givers Gain[®] Monthly

From Our Executive Director

April hath put a spirit of youth in everything.
– William Shakespeare

IT'S APRIL! We're celebrating the change towards warmer days and fresh air, along with the uptick in outdoor activities.

Speaking of celebration, what a great Awards Celebration we had earlier this month! Over 100 awards and achievements recognized to over 80 recipients, including membership milestones, monies generated, and chapter and regional accomplishments! It is such an honor these last 8 years to recognize what you all achieve together and I look forward to smiling until my cheeks hurt every spring with you all! If you haven't done so already, mark your calendars for our 9th Annual Celebration on Friday, April 8, 2022 at the Doubletree Hotel in Burlington.

Next on the docket for BNI Vermont... Annual Chapter Training! This may astound you, but we spend half the year preparing for the annual Awards Celebration and the other half of the year preparing for transitioning your chapter's Leadership and Supporting Leadership teams on October 1st. It is such a joy each year to go through the nomination and invitation process to see who will be in charge of your chapter in the next term! We'll start this transition at the May 3rd Leadership Team Roundtable, confirm your incoming Leadership Teams by the end of June, and confirm all of your Supporting roles by mid-July. Then we'll see you all at Chapter Team Training on Monday and Tuesday, September 13th and 14th.



We're also working with BNI Global to address opening in-person BNI meetings hopefully this summer, which looks like will be supported by Vermont state mandates by July. We have so many interesting experiences ahead of us as large group gatherings open up again and we look forward to supporting your chapter's choices regarding in-person and virtual BNI meetings!

Have a wonderful start of spring, everyone!

Vickie Wacek
BNI Vermont
Executive Director

Monthly Networking Tip: Who is Your Next Referral Partner?

[Watch video on YouTube](#)

It's time for your weekly BNI meeting. You wake up early, dress-to-impress, review your Weekly Presentation training topic, and get to the meeting early for networking. But there's something different about today... There's a person in the room you don't recognize.



Are they a visitor?

...a substitute?

...a member from another chapter?

Maybe this person is one of my BNI member's brothers or sisters.

We BNI members are used to having strangers at our meetings. Strangers play a huge role in the opportunities that we get by being in BNI! And yet, where do these people come from?

When we talk about inviting visitors, we usually recommend starting with the people you already know, which is easy because we already have a relationship with them. But when you're thinking about growing your business through word-of-mouth, you really need to meet with and connect with people you **don't know**. This is because **strangers** offer us the best opportunity to develop **new** Referral Partners and Customers. So when it comes to inviting, sometimes your time is best spent identifying and inviting people who

- don't look like you,
- don't talk like you do,
- are in a different age group, and/or
- do business in a completely different industry than you.

Once you make the shift from inviting people you know to inviting people you don't know, you'll see your chapter grow in strength, increase in diversity, and generate more unique referrals. You'll also see yourself blossom in curiosity when a stranger attends your BNI meeting. You'll naturally reach out to that person during and after the meeting to get to know them. When you increase your curiosity about professionals who you don't know, you'll find amazing and powerful new Referral Partners in your future!

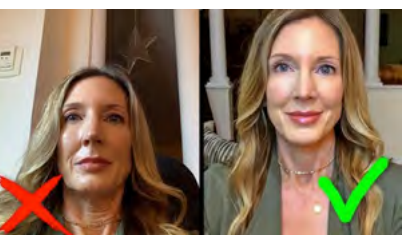
- Vickie Wacek, Executive Director, BNI Vermont

Monthly Zoom Tip: Where Your Face is Placed Matters!

[Watch video on YouTube](#)

How many Zoom/video calls have you been on in the last year? If you're a BNI member, you can proudly claim at least 50, and for many professionals that number is 5 to 10 times larger! Video calls are now the place to be for networking and client meetings!

Regardless of how much time we've spent in video calls, few of us have had any training on how to frame ourselves professionally on screen. This tip is rather simple to understand, and just takes a small shift to bring to fruition. It's about addressing where in the screen you should place your head and shoulders.



The goal isn't to take up the entire screen, but we need to ensure that we are the focus by framing ourselves so our head, shoulders, and a good portion of our torso are visible. The top of our head should be close to the top of the screen, and our camera needs to be

far enough away that our face doesn't take up the entire screen.

Making shifts like this have a drastic and important impact on the person/people you are meeting with! When you are a neutral and professional video meeting user, the person/people you're meeting with trust you more, pay more attention, and are generally more relaxed. So take your video meeting persona up a notch by addressing how you take up your screen!

- 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

May 31 · 4:00 – 6:00 pm

July 26 · 4:00 – 6:00 pm

September 20 · 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.

March 17: [Episode 698](#): Referral Flow in Power Teams

March 24: [Episode 699](#): Are Referrals Always Reciprocal?

March 31: [Episode 700](#): Passion, People, Process

April 7: [Episode 701](#): Referral Tracking on BNI Connect

April 14: [Episode 702](#): Applying Givers Gain to Business

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.



Letting Your Reputation Precede You

By Mollie Lannen, BNI VT Ambassador

Do you know why the Power of One report is so important? This report gives you an overview of your activity. You can look at this report and answer two key questions that can unlock your success in BNI:

Mollie Lannen
BNI VT
Ambassador

- Are you active enough to deserve the results you want?
- Are you being effective in the activities?

If you are wondering how to get to the “Green” on this report, and how to stay there, I’m happy to share with you my Top 3 Strategies:

1. Pull and review your Personal PALMS report.

- At least once per month, run your “Personal PALMS Report” on BNIConnect.com.
- Compare your Tier 1 (self) referrals received (RRI) versus your Tier 2 referrals (RRO). Ensure that you are receiving more Tier 2 referrals than Tier 1 - if not, you might be inadvertently selling TO the room instead of THROUGH the Room.
- If you are giving more Tier 1 referrals than you are Tier 2 referrals, you need to focus on getting to know your fellow members better so you can learn how to refer people you know to them.
- Look for anomalies, watch for trends, and compare your current report to your historical data.

2. Maintain your productivity.

- It is much easier to stay in the green than it is to get to the green. You can get to the green faster by putting in more effort, or get there over time by keeping up with one referral per week, one 121 per week, one CEU per week, and one visitor per month.
- Enter your data into BNI Connect weekly, and run an audit before your last meeting of the month to correct any errors or omissions.

3. Set goals based on your data.

Some examples of goals are:

- This month, do six 121s, three CEUs, and bring 2 visitors to my feature presentation
- Gain 5 points in the next 60 days by completing 8 CEUs
- Increase the value of referrals given
- Increase the value of 121 meetings

Simply being in the green is enough to show others you are active enough to deserve the results you want, but you need to go beyond the label by reviewing your data, maintaining your productivity, and setting goals in order to also be effective in the activities you are doing.

If you find yourself struggling to get into the yellow or the green on the Power of One report, set up a meeting with someone from your membership committee, or with your director consultant, to help identify areas to focus on.

About the Author

Queen City BNI

Meets Fridays, 11:30 am – 1:00 pm
Queen City BNI Virtual Meeting Room

Current Roles: Ambassador BNI Vermont; Vice President, Queen City BNI

Past Roles: Mentor Coordinator, Growth Coordinator, Webmaster, Visitor Host

Events

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

APRIL

- 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 – Advanced Member Success Program**
5/28 1:00 – 3:00 pm, Monday through Friday
Virtual Zoom Meeting Room
- 5/24 New Member Skills Workshop**
4:00 – 6:00 pm, Virtual Zoom Meeting Room
- 5/25 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
- 5/27 Shelburne BNI Visitors' Day**
8:30 – 10:00 am, Virtual Zoom Meeting Room

[Register for Events](#)



March 2021 Crossroads BNI Chapter Success Program Attendees.

Events

New Chapters Forming!

Bennington
Brattleboro
Grand Isle
Manchester
Newport

Online-Only – Contact Vickie with any interested parties
Rutland

St. Johnsbury – Contact Erin with interested parties!

Stowe – Contact Heather with interested parties!

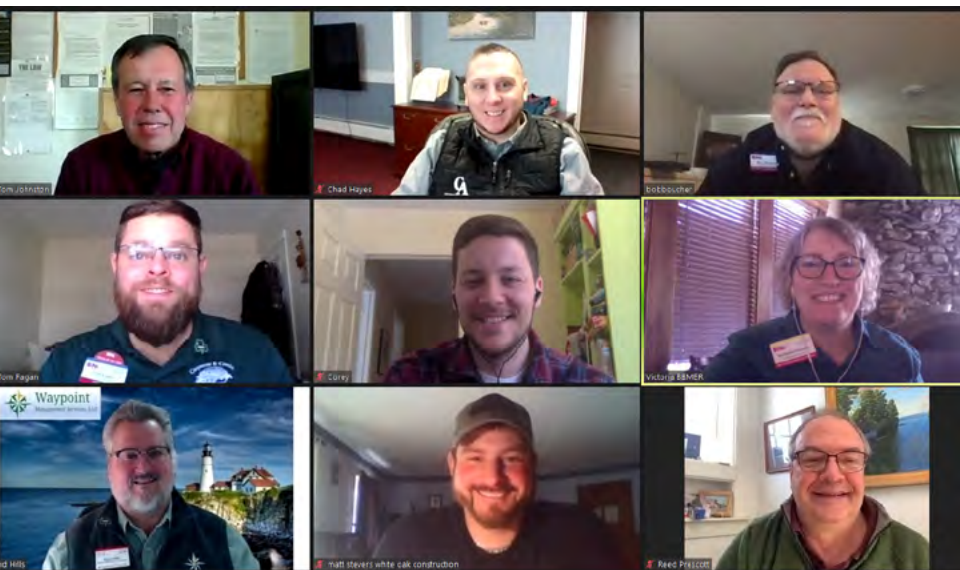
Waitsfield

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



March 2021 Middlebury BNI Chapter Success Program Attendees.



March 2021 Wealth Builders BNI Chapter Success Program Attendees.

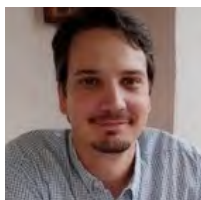


March 2021 Shelburne BNI Chapter Success Program Attendees.

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.

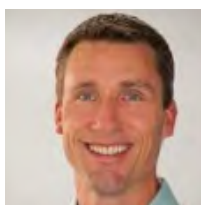


Mel Allen

Voice Over Artist

The Real Voice

The Masters BNI, Colchester



Steve Fuchs

Nutritional Products

Healthy Food, Healthy Planet, Nutrition & Habits Coaching

Champlain Connections BNI, Burlington



Johannes Ziegler

General Contractor

JZ Carpentry

Champlain Valley BNI, South Burlington

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!**

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 Jacob

Lendio, Wealth Builders BNI

Nicholas Roop

Commonwealth Financial Group, Prosperity BNI

Tracy Stolese

Shelburne Gift Company, The Masters BNI

Julie Phillips

Working Fields, Prestige BNI

Chapters In The Green - March 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:
BNISconnect.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

Bob Boucher

Dependable Cleaning, Middlebury 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

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

6 Months Perfect Attendance (cont.)

Jay Vallieres

Movement Mortgage, Champlain Connections BNI

Jessica Hall

Inspire Physical Therapy, Champlain Connections BNI

Jessica Hubis

Missing Piece Bakery, Prestige BNI

Julia Wilk

Work & Web Design, Heart of Vermont BNI

Justin Loati

La Panciata, Crossroads BNI

Kate O'Malley

Juice Plus+, The Masters BNI

Kate Tucker

Hall Communications, Queen City BNI

Larry Gilbert

Vermont Security, Heart of Vermont 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

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

Tracy Stolese

Shelburne Gift Company, The Masters BNI

Alison Pigeon

Branding Solutions, Queen City BNI

Katie Paquette

Moments by Kate, Wealth Builders BNI

Mike Quinlan

Clover Ridge Media, Middlebury BNI

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

6 Months Perfect Attendance (cont.)

James Cohen

JCohen Financial, Champlain Connections BNI

John Holzscheiter

The Vermont Agency, Prestige 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

Alison Davis

Quantum Leap Capital, Champlain Valley BNI

Amy Wolf

Edward Jones, Queen City BNI

Austin Casey

Stanley Steemer, The Masters BNI

Christophe Lissarrague

Poze Catering, Wealth Builders BNI

Dijana Downing

Community Bank, Prosperity BNI

Jim McCarthy

The Mill Market, Champlain Connections BNI

John Jacob

Lendio of Vermont, Wealth Builders BNI

Julie Danaher

Ridgeline Real Estate, Queen City BNI

Julie Phillips

Working Fields, Prestige BNI

Justin Mead

Homebridge Financial Service, Wealth Builders BNI

Lori Bielawa

Waggles LLC, Queen City BNI

Mickey Wiles

Working Fields Champlain Connections BNI

Rosann Kramer

Runway Auto, Champlain Connections BNI

Susan Gosselin

Hall Communications, The Masters BNI

Susan Lackey

Perfect Image Fashions, Wealth Builders BNI

Suzanna Miller

Miller Estate Law, Queen City BNI

New Members – March 2021

Michael Hecht

Torque Media, Queen City BNI

Ray Morvan

Movement Mortgage, Heart of Vermont BNI

Ryan Fitzgerald

Exterus Business Furniture, Integrity BNI

Yvonne Bartolussi

Key Bank, Integrity BNI

Dave Micklas

NBT Bank, Champlain Valley BNI

Krista Hoffsis

Four Seasons Sotheby's International Realty, Middlebury BNI

Nancy Brooks

Nancy Brooks Marketing, Prestige BNI

Sheryl Leslie

Integrity Accounts LLC, Queen City BNI

Renewed Members – March 2021

Sharon Winn

Law Office of Sharon M Winn PLC, Heart of Vermont BNI

Lance Garrett

Garrett's Properties, Integrity BNI

Katie Paquette

Moments by Kate, Wealth Builders BNI

Sarah Thompson

Clean Slate, Shelburne BNI

Jay Vallieres

Movement Mortgage, Champlain Connections BNI

Andrew Cate

Andrew Cate Photography, Queen City BNI

Mesa Tuco

Horizons Home Renovations, Prosperity BNI

Tom Johnston

Trees Inc., Middlebury BNI

Tim Boltin

Delicate Decadence, Crossroads BNI

LJ Nieulant

Inspirator, Queen City BNI

Jeffrey Harton

Harton Associates, Integrity 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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BNI

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