



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

*All things seem possible in May!*

**W**ELCOME TO THE MONTH OF SPRING! Skiers have taken advantage of the last bit of snow, and gardeners are anxiously awaiting warmer soil and budding plants. Regardless, of how you enjoy the outdoors, we're all happy to see sunny, warmer days.

May finds the BNI Vermont Team hard at work preparing for our annual Leadership Team Transition, where we engage in conversations around "the future of our chapter" in the hands of our next President, VP, Sec/Trea and their amazing support roles. We're also setting our sights on annual Chapter Team Training on Monday and Tuesday, September 13<sup>th</sup> and 14<sup>th</sup>! This year we're gearing up for an in-person experience, and will easily host it in Zoom if it isn't safe or prudent to host it in person. As we look to the future, our plans for regional events regarding what goes back to in-person and what stays virtual will be that our annual Awards Banquet and Chapter Team Training will go back to in-person, and virtually (ha – the pun!) everything else will be hosted in Zoom. Just like your BNI chapters, we want to find that important balance of convenience, effectiveness, and opportunity!

We're also hard at work teaming up with a group of 6 of your peers to start offering the **ProActive Referral Workshop** to Vermont chapters! The goal of this workshop is to help you all increase the quantity and quality of referrals generated in your marketing groups over the next years. If you've been

looking for a way to give and receive referrals that fits your connections and lifestyle, make sure to clear your calendar when this workshop comes available for your chapter!

Finally, we just confirmed our annual **BNI Vermont Summer Picnic** for Friday, July 30<sup>th</sup> at Veteran's Memorial Park in South Burlington, VT! Click the link to register and we look forward to spending some fun time with you, your family, and your pets!



**Vickie Wacek**  
BNI Vermont  
Executive Director

## Monthly Networking Tip: The Best Weekly Presentation – A Vermont Practice

[Watch video on YouTube](#)



For years BNI Vermont chapters have had a nuance in their meetings unique from other BNI regions – The Best Weekly Presentation Award. This practice was not part of all Vermont chapters when I was a member. It really came to fruition in the early 2010's when I became the Executive, learned about it from one chapter, and spread the word. Now it's ingrained in our BNI culture.

**But why? What is the purpose of this practice, and what does it bring to our chapters and our businesses?**

For many of us, BNI's **Core Value of Recognition** stands out as the reason behind this Vermont practice. It obviously gives us a reason to put one another on a pedestal for training us in unique and engaging ways. However, there is more to this practice than the weekly "pat on the back" to one member.

The evolution of our speaking skills is one of the many benefits we get by being part of a referral group. The question is how efficiently are we evolving? Without something to strive for, to view as a goal, such as winning recognition, many of us won't quickly receive the benefits of getting better and better at training in one minute. Also, the power of self-reflection really increases when we know that our peers will be listening with a constructive ear, trying to pull out the nugget of information we are training on each week. Because we know we are being judged, we put more effort into what we're saying and how we're saying it.

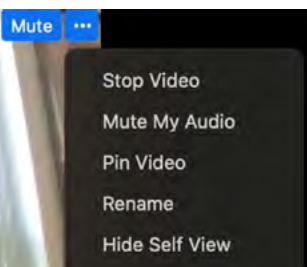
So throughout your membership, and your hundreds of Weekly Presentations, think on the benefits of being recognized by your peers for the effort and intent you have each time you speak!

- Vickie Wacek, Executive Director, BNI Vermont

## Monthly Zoom Tip: Wearing Your Zoom Name Badge

[Watch video on YouTube](#)

We are Networkers! We claim this title with pride because we've seen the good we can do and the power we have when we come together to network! In the days of in-person networking, we knew the importance of making our names and businesses easily accessible, so we wore Name Badges.



However, in video networking, many of us have lost sight of the importance of making our names and businesses easily accessible to all of our attendees, visitors included. This is where the **Rename** function in Zoom comes in handy!

Each of us has the ability to rename ourselves in Zoom, yet not all of us take the step to utilize this feature. But how we choose to rename

ourselves is also important. For example: **Vickie Wacek, Executive Director of BNI Vermont – Givers Gain** is too long. I may think that I'm covering all of the bases, but the inability to quickly see who I am may result in attendees simply ignoring me. Meanwhile, the choice **vickiewacek** inadvertently tells everyone that I A) don't know how to use Zoom, or B) don't care enough about my visibility to make the effort to rename myself (aka, I'm lazy).

It's amazing the things that people read into small actions like the choice to or not to rename ourselves in Zoom. So the next time you pop into Zoom, take 10 seconds to rename yourself! First + Last Name followed by your Business or Profession should be enough. Maybe even rename yourself based on the person or group you're working with. For example:

**Vickie Wacek | BNI Vermont** (for networking events)

**Vickie | Your Referral Partner** (for Profitability One to Ones)

- 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](http://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](http://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](mailto:Vickie@BNIVermont.com)

### 2021 New Member Skills Workshops

**July 26** · 4:00 – 6:00 pm

**September 20** · 4:00 – 6:00 pm

**November 29** · 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.

**April 21:** [Episode 703:](#) Misner's Corollary to Murphy's Law

**April 28:** [Episode 704:](#) Can You Network Too Much?

**May 5:** [Episode 705:](#) Becoming a Master Connector

**May 12:** [Episode 706:](#) Use Your LinkedIn Profile to Increase VCP

### 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.



## Learning to Say Yes

By Katie Paquette, Wealth Builders BNI

Growing up as a child with learning disabilities and anxiety was a serious struggle. I didn't understand what anxiety was or why I was afraid of everything. I was afraid to talk to people, unsure how embrace who I was, and the word "no" was my common response to anything. I wasn't able to break away from my comfort zone, and I envied those who were confident and could let go of their fears. I spent my life

desperately wanting that feeling of freedom, but feeling trapped within myself.

It was in 2017 that I decided to start a small business. I was back in Vermont wanting and needing something new; a fresh start. I knew it wouldn't be easy, especially since my fears had held me back for so long. I took a lot of baby steps and still remember when I created my Facebook photography page and invited my friends to it; the moment I pushed the "publish now" button and thought, Now it's real. I am actually going to do this. I AM doing this!

Then I was invited to BNI. I felt overwhelmed, but tried to look and act confident. I really just wanted to crawl under a rock. So I stood in the corner and only spoke to people who approached me. I wasn't trying to be rude, I was just nervous. My sister told me I should apply and I remember saying "no way, I would have to public speak!" However, during my visit I made some great connections and left feeling good about my visit. But I still wasn't ready to join.

Fast forward four months and I was invited back to the same chapter. This time I knew what to expect and talked with several members. I felt more comfortable. It was a Visitors' Day and as the morning continued I knew that I wanted to be part of the chapter. I felt anxiety and fear, but also excitement! I knew if I made the leap that I would benefit from this experience and I knew deep down how desperately I wanted to grow and continue to come out of my shell. I was ready to apply and luckily, I was accepted!

I am grateful to BNI because when I decided to join I was open and honest about my anxiety and my lifelong struggles with it. I may always feel "awkward," but I embrace it and those who know me know that it is my authentic self. Do I embarrass myself? All of the time. Have I felt awkward at times in a 121? Absolutely. Do I botch my presentations? Yeah, it happens. But what matters is that I am learning and improving. I just celebrated my third year with Wealth Builders BNI in South Burlington, Vermont. My chapter has seen me grow and I could never have imagined how comfortable I would feel or how many amazing connections I would have! It took a while to get here, but I finally learned to say YES!

## About the Author

### Wealth Builders BNI

Meets Wednesdays, 8:30 – 10:00 am

Wealth Builders BNI Virtual Meeting Room

**Current Roles:** Membership Committee, Wealth Builders BNI

**Past Roles:** Webmaster

# 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](http://www.BNIVermont.com/Events.php)

### MAY

- 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

### JUNE

- 6/8 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
- 6/10 The Business Experience:  
Cashing in on One to Ones**  
3:00 – 5:00 pm, Virtual Zoom Meeting Room
- 6/22 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

### JULY

- 7/13 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
- 7/22 The Business Experience:  
Profiting with Power Teams**  
3:00 – 5:00 pm, Virtual Zoom Meeting Room
- 7/27 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
- 7/30 8<sup>th</sup> Annual BNI Vermont Summer Picnic**  
4:30 pm to dark, Veteran's Memorial Park,  
South Burlington, VT

[Register for Events](#)



April 2021 Queen City BNI Chapter Success Program Attendees.

## New Chapters Forming!

**Bennington**  
**Brattleboro**  
**Grand Isle**  
**Manchester**

**Notheast Kingdom** – Contact Erin with interested parties!

**Online-Only** – Contact Vickie with any interested parties

**Rutland**

**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

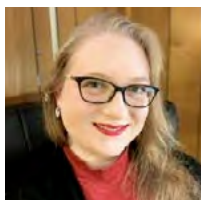


May 2021 Leadership Roundtable Meeting Attendees.

# 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](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.



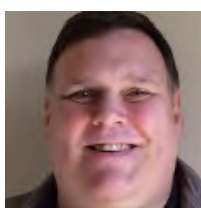
**Brittany LaBerge**  
*Family Law*  
**Martin Delaney & Ricci Law Group**  
Crossroads BNI, Berlin



**Deborah Phillips**  
*Print Marketing*  
**The World**  
Heart of Vermont BNI, Montpelier



**Terry Wetmore**  
*Home & Auto Insurance*  
**Liberty Mutual**  
Integrity BNI, Essex



**Bob Boucher**  
*Carpet Cleaning*  
**Dependable Service**  
Middlebury BNI, Middlebury



April 2021 Prestige BNI Chapter Success Program Attendees.

# Member Recognition

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

**Gina Buchanan**

Buchanan Virtual Office LLC, The Masters BNI

**Timothy Monty**

Financial Professional Associates, Integrity BNI

**John Jacob**

Lendio, Wealth Builders BNI

**Julie Phillips**

Working Fields, Prestige BNI

**Mollie Lannen**

CW Print + Design, Queen City BNI

## Chapters In The Green - April 2021

### CONGRATULATIONS TO **Champlain Connections BNI, Burlington**

**7<sup>th</sup> Consecutive Month!**

### **Queen City BNI, Burlington**

**First Time in Chapter's History!**

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

## 6 Months Perfect Attendance

**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

**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

**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



# 6 Months Perfect Attendance (cont.)

**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

**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

**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

**Kristy Benoit**

Balance to Thrive in Wellness, LLC, The Masters BNI

**Jack Kell**

Kell & Company Real Estate, The Masters BNI

**Chad Hayes**

Carter Insurance, Middlebury BNI

**Darlene LeClair**

Lakeside Electric LLC, Champlain Valley BNI

**Elizabeth Davidson**

doTERRA Wellness Advocate, Queen City BNI

**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

# 6 Months Perfect Attendance (cont.)

**Dijana Downing**

Community Bank, Prosperity BNI

**John Jacob**

Lendio of Vermont, Wealth Builders BNI

**Julie Danaher**

Ridgeline Real Estate, Queen City 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

**Suzanna Miller**

Miller Estate Law, Queen City BNI

**Andrew Toy**

Rob Shea Carpentry LLC, Integrity BNI

**Jeremy Baldwin**

Jeremy Baldwin Photography, Shelburne BNI

**Kristin Dearborn**

Edward Jones, Heart of Vermont BNI

**Mollie Lannen**

CW Print + Design, Queen City BNI

**Sharon Winn**

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

**Tracy Stolese**

Shelburne Gift Company, The Masters BNI

## New Members – April 2021

**Beth Spanier**

UniFirst Corporation, Prosperity BNI

**Megan Calla**

Hayes Law, P.C., Queen City BNI

**Dan Emmons**

FASTSIGNS of Burlington, VT, Queen City BNI

**Graham MacHarg**

New York Life, Champlain Valley BNI

**Bernadette Thompson**

Tell Me Our Story, Shelburne BNI

**Josh Pepin**

The Tech Group, Wealth Builders BNI

**Conner Beaupre**

Backyard Property Maintenance, Prosperity BNI

**John Abry**

Vermont Virtual Tours, Champlain Connections BNI

## Renewed Members – April 2021

**David Palmer**

Palmer Insurance, The Masters BNI

**John Wisell**

Acorn Painting, Shelburne BNI

**Julie Goodall**

Genesis Consulting, Shelburne BNI

**Alex Duval**

Wendell's Furniture, The Masters BNI

**Deborah Phillips**

The World, Heart of Vermont BNI

**Blair Knowles**

Ridgeline Real Estate, Prosperity BNI

**Julie Thorpe**

Spruce Mortgage, Shelburne BNI

**Julie Brown**

Green Solutions of Vermont, Crossroads BNI

## 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**

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

# **BNI**

*Changing the Way the World Does Business®*