



Givers Gain[®] Monthly

From Our Executive Director

*In early June the world of leaf and blade and flowers
explodes, and every sunset is different.*
– John Steinbeck

WHAT A MONTH! It's almost like we've already been treated to July and August, and the summer has just begun!

Your BNI Vermont Regional Office has a number of projects we're working on this month. The first is our annual Leadership Team Transition! By the end of the month your incoming President, Vice President, and Secretary/Treasurer will be confirmed, and by mid-July, all of your supporting roles will be confirmed. As you consider your goals in BNI, be sure to consider your role as a leader in your chapter – both in your expertise/profession and in your behavior. And **check out this amazing video** on how leadership evolves and consider how you can evolve over the next year to increase your credibility and profitability through a role in the 2021-2022 term!

We've also got our eye on the **From Maybe to Yes** visitor conversion workshop on June 24th where we'll be helping you build your skills in communicating with visitors. You and your referral peers are encouraged to join us for this powerful workshop to create a major shift in the size of your referral team throughout the future.

Then coming up on Friday, July 30th we've got our annual **BNI Vermont Summer Picnic!** We had to skip this last year due to physical distancing, and are excited to invite you, your family, and

your pets on leashes to this opportunity to have some fun, eat some great potluck (yes, please bring an item to share), and meet dozens of other amazing Vermont professionals like yourself!

And last, we're gearing up for annual Chapter Team Training on Monday and Tuesday, September 13th and 14th. Make sure to mark those dates in your calendar so that you can attend one of 18 workshops provided over those two days!

Happy networking!



Vickie Wacek
BNI Vermont
Executive Director

Monthly Networking Tip: Opportunities Don't Stop with Goodbyes

[Watch video on YouTube](#)



Goodbyes are part of life – part of business (employees leaving), part of family (children moving out), and part of BNI (members resigning or having their seat opened). We're involved in most of our life's goodbyes. It's different in BNI because only our Membership Committee (and sometimes the LT) is involved in the goodbyes. Most members leave of their own volition, and occasionally someone is

required to leave by the Membership Committee (MC) because of negative recurring actions. In either case we don't disclose why a member is no longer with us. Why is that? Take this example:

Widget Maker, John Doe, has had 2 written complaints sent to the MC about the quality of his customer service. The MC has worked with John and the Mentor Team for months to help him develop his professional skills, but John has either avoided or ignored the support. The MC then tried Probation to get his attention – still no results. They just want him to “Provide the quality of products/services at the prices he's quoted” (BNI Code of Ethics). Now the MC has opened John's seat and he's no longer a member. No one but the MC and VP know the details - it is confidential. At the next meeting, the Vice President announces that “the Widget Making seat is open”... and you want to know why. Because we don't want to hurt John's reputation, we don't share the reasons around why a member is no longer active. Since we can't tell you why a member was terminated, we also can't tell you when a member leaves of their own choice.

The good news is that your relationships don't end simply because someone becomes an Alumni BNI member! Opportunities still abound, and it's just a matter of you reaching out, maintaining one to ones, and keeping in touch with them! So keep your opportunities open and your relationships strong by staying in touch with the people who you want to maintain business with!

- Vickie Wacek, Executive Director, BNI Vermont

Monthly Zoom Tip: We Can't Hear You

[Watch video on YouTube](#)



I'm a professional opera singer, which means I've spent a lot of time and money learning how to be loud (opera singers don't get microphones). I am rarely asked to speak up – if anything it's the opposite. However, for all of the non-opera-singing people out there, you haven't yet had the opportunity to reflect on

your voice and its impact on those around you.

In our virtual environment we are lucky enough to have a microphone, which means we are under the impression that the technology is speaking up for us. But have you asked one of your Zoom peers how your voice is coming across their speakers?

Here's where we run into a snag. Many of us are guilty of using the microphones built into our webcams, cell phones, laptops, or computers, and while these technically do the trick, they can leave us sounding thin or distorted. And maybe no one has told us because the sound quality isn't so poor that it's distracting. But with the advent of online networking, how we sound plays a vital role in how we come across – and first impressions are vitally important! Lucky for us, the marketplace for microphones is greatly affordable and varied!

So today's Zoom Networking tip is here to help you reflect on your voice and how you're coming across. Take a moment to ask your peers how you sound week-by-week, and don't hesitate to spend \$20-\$100 on a well-reviewed microphone so that you are putting your best foot forward in all of your virtual meeting opportunities.

- 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

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, November 29 – December 3

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.

May 19: [Episode 707:](#) So, You Want to Meet a Big Name?

May 26: [Episode 708:](#) V+C Does Not Equal P

June 2: [Episode 709:](#) Inviting Visitors the Connector Effect Way

June 9: [Episode 710:](#) The Million Dollar Referral

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



Seth Gifford
BNI Vermont
Ambassador

Measure Twice Cut Once

By Seth Gifford, BNI Vermont Ambassador

I started in residential construction part time during the summer of 1999. My mother's friend's husband was looking for a laborer to add to his small crew of three. I had the good fortune of starting what eventually turned out to be a lifelong career with a crew that was building high end homes in the coastal area of Massachusetts and Rhode Island. I soon found out that with these guys no shortcut was ever taken as they strove for excellence. Some of the methods they used to achieve perfection were over the top and not practical for most high-quality homes, but it was what the clients expected and where willing to pay for. These were the guys that taught me to use tools properly and work safely.

I immediately fell in love with building. Stepping back at the end of the day to take in what had been accomplished or watching a project come to completion provides an immense feeling of satisfaction and pride.

Measure once and cut twice was the first thing they teach you when you start using saws. A board can be trimmed a bit but not stretched back to length. As a young newbie they had me going for at least a week or two about "getting the board stretcher" to get the too short boards stretched back to length. For a moment I believed such a device existed. A joke I still use today. The point being it's more efficient to make sure your cut is accurate than driving to the lumber yard for another 2x4. In other words, don't be hasty or your time will be wasted.

As a business owner I have tried to implement this in the way I run my company. Don't hire that employee just because you need a warm body today if you don't have a great feeling about them. Don't rush through important documents to meet a deadline. Don't make decisions that have long term effects without giving them fair thought.

Our time is the most precious resource we have. Efficiency is paramount; be sure to plan thoughtfully and be strategic in executing that plan. Taking that extra time to be sure of decisions and actions can mean the difference of days and ultimately financial waste. While it might be tempting to cut corners, please be reminded to measure twice, and cut once.

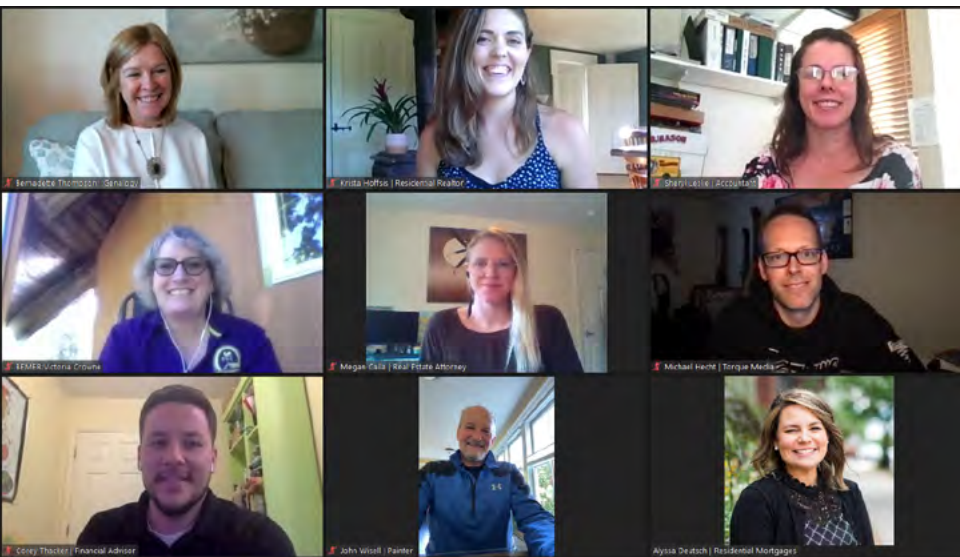
About the Author

Shelburne BNI

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

Current Roles: Ambassador, BNI VT

Past Roles: Vice President and Membership Committee



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

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
- 6/24 From Maybe to Yes – Helping Visitors Apply for Membership**
11:00 am – 12:00 pm, Virtual Zoom 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 8th Annual BNI Vermont Summer Picnic**
4:30 pm to dark, Veteran's Memorial Park,
South Burlington, VT

AUGUST

- 8/10 BNI Vermont Chapter Business Plan Workshop**
1:00pm to 4:00pm, Virtual Zoom Meeting Room
- 8/12 The Business Experience:
The Ease of Inviting**
Discover skills to easily invite visitors to your BNI Chapter
3:00 – 5:00 pm, Virtual Zoom Meeting Room
- 8/30 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Virtual Zoom Meeting Room

[Register for Events](#)

New Chapters Forming!

**Bennington
Brattleboro
Grand Isle
Manchester**

Northeast Kingdom (NEK) – Contact Erin with interested parties!

Online-Only – Contact Vickie with any interested parties

Rutland

Stowe – Start-Up Chapter meets **Tuesdays from 8:30 – 10:00 am** via Zoom. [Click here to register](#) yourself or a visitor for their meeting! Contact Heather with any questions or introductions to Lamoille County professionals you'd like to introduce to the group!

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

Member Recognition

BNI Member Profile of the Week

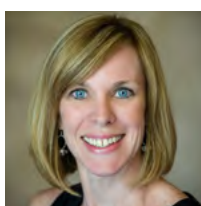
Each week we feature one BNI Vermont Member on all of our social media outlets. If you would like to be considered for this opportunity, be sure to visit www.BNIConnect.com and update your User Profile in full, including your headshot, company logo, business description, T.O.P.S. Profile and G.A.I.N.S. Profile.



Julie Phillips
Staffing Agent
Working Fields, LLC
Prestige BNI, Saint Albans



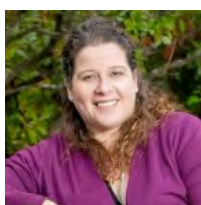
Stephanie Mack
Business Consultant
Account Mobility LLC
Prosperity BNI, Williston



Erin Perrin
Residential Mortgages
Academy Mortgage Corporation
Queen City BNI, Burlington



Gillian Franks
Feldenkrais Practitioner
Feldenkrais with Gillian Franks
Shelburne BNI, Shelburne



Gina Buchanan
Virtual Assistant
Buchanan Virtual Office LLC
The Masters BNI, Colchester



May Integrity BNI Chapter Success Program.

Member Recognition

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

Gina Buchanan

Buchanan Virtual Office LLC, The Masters BNI

John Jacob

Lendio, Wealth Builders BNI

Julie Phillips

Working Fields, Prestige BNI

Mollie Lannen

CW Print + Design, Queen City BNI

Anita Hoy

Fluidly Moving Body Works, Crossroads BNI

Julieta Rushford Santiago

Holistic Julieta Consulting, Prosperity BNI

Julie Brown

Green Home Solutions, Crossroads BNI

Chapters In The Green - May 2021

CONGRATULATIONS TO **Champlain Connections BNI, Burlington** **Queen City BNI, Burlington**

To access your Chapter's Traffic Lights Report, go to:
BNIconnect.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

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

6 Months Perfect Attendance (cont.)

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

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

Jack Kell

Kell & Company Real Estate, The Masters BNI

Chad Hayes

Carter Insurance, Middlebury BNI

Elizabeth Davidson

doTERRA Wellness Advocate, Queen City BNI

Sarah Thompson

Clean Slate, Shelburne BNI

Steve Fuchs

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

John Jacob

Lendio of Vermont, Wealth Builders BNI

Julie Danaher

Ridgeline Real Estate, Queen City BNI

Lori Bielawa

Waggles LLC, Queen City 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

6 Months Perfect Attendance (cont.)

Kristy Benoit

Balance to Thrive in Wellness LLC, The Masters BNI

Madigan Rollins

Synergy Home Care, Shelburne BNI

Mironda Meyer

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

Paul Vallerand

Rich Jones State Farm, Crossroads BNI

Stephanie Gurrieri

Pames Provisions, Queen City BNI

Timothy Monty

Professional Financial Associates, LLC, Integrity BNI

New Members – May 2021

Tierata Ambo

Joe's Crew, Champlain Valley BNI

Kendrick Pelkey

Current Electric, Integrity BNI

Wendy Higgins

Working Fields LLC, Champlain Connections BNI

Renewed Members – May 2021

Caroline Matte

Freelance Graphic Design, Champlain Connections BNI

Jared Miller

Contractor, Champlain Connections BNI

Andy Duback

Duback Photography, Champlain Valley BNI

Robert Caneco

Robert A. Caneco R.A., Champlain Valley BNI

Mike Quinlan

Clover Ridge Media, Middlebury BNI

Austin Casey

Stanley Steemer, The Masters BNI

Cory Irish

Prop Ready LLC, The Masters BNI

Gina Buchanan

Buchanan Virtual Office LLC, The Masters BNI

Mel Allen

The Real Voice, The Masters BNI



May Champlain Valley BNI Chapter Success Program.

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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