



Givers Gain[®] Monthly

From Our Executive Director

If you get tired, learn to rest, not quit.
– Banksy

HAPPY JULY, ALL! Summer is in full swing with this month, and we're reveling in warm days and time outdoors. It's also an exciting month of events and transition throughout our networking groups, so gear up for this update about what's coming down the pike for you and your Referral Partners.

We're just 2 weeks away from our annual Summer Picnic! Make sure to register online for this Friday, July 30th event and join us in South Burlington at Veteran's Memorial Park from 4:30 pm to sundown. Bring a potluck item to share, bring your family, and bring some yard games. We'll enjoy a few hours of good food, good fun, and maybe even some new business opportunities!

Tomorrow, July 16th, marks the completion of our annual Leadership Team Transition. At this point, all of your 2021-2022 teams have been confirmed, and now we've got 2 weeks to have each person in our chapter turn in our Confirmation Forms. If you haven't submitted your confirmation form yet, please contact your current President for the correct link and make sure to submit it no later than Friday, July 30th so that your BNI Vermont Team can dive head first into Annual Chapter Team Training.



Speaking of, have you marked your calendars for annual Chapter Team Training? We'll be returning to an in-person training for this annual event on Monday and Tuesday, September 13th and 14th at the DoubleTree by Hilton in Burlington. This is an excellent opportunity to meet new networking partners and build your business, as well as learn about the important role you'll be taking on in the next term.

Happy networking!

Vickie Wacek
BNI Vermont
Executive Director

Monthly Networking Tip: Warm Weather Networking

[Watch video on YouTube](#)

Have you ever thought to yourself “I don’t get outside enough”? Many of us can relate to the enjoyment and the benefits of getting outdoors. But between getting enough sleep, tackling work, taking care of the kids, and keeping a house, many of us find ourselves with a lack of fresh air.



Luckily we use networking to market and grow our businesses and organizations!

“How does networking increase my outdoor time” you ask? Well, the key to networking is quality time spent with people. It’s about our intentions, our preparation, our follow up, and what we do during the time together. I’m talking about our One to Ones!

There are no prerequisites to where and when to have 121s – just that we do them with purpose. And with a year plus of physical distancing under our belts, sometimes a very useful way to build meaningful professional relationships can be combined with getting fresh air. In my previous job I took walks with a co-worker at lunch time, and now that I work from home, that lunchtime walk doesn’t have to be a thing of the past. I can still prep for a 121 beforehand and then ask meaningful questions while sitting under a tree with one of my referral partners, or strolling along the river path. Two birds – one stone. Fresh air and stronger relationships!

- Vickie Wacek, Executive Director, BNI Vermont

Monthly Zoom Tip: Where Did My Mind Just Go?

[Watch video on YouTube](#)

12 Seconds

That is the estimated average person’s attention span¹... 12 seconds. Shocking, isn’t it? This may not be hard to digest considering all of the distractions we face day-in and day-out. But in this new world of ours, which heavily relies on being in front of a computer screen, distractions have taken on a whole new reality.



For us avid networkers, we’ve all experienced this first hand. So today’s Zoom Networking Tip is here to help you reflect on, and get ahead of, your short attention span so that you can benefit greatly from being in video meetings.

We’ve all felt that temptation to check our inbox or carry on a side conversation during a dull moment in a meeting. And because it’s so easy to “Tab Over” to our inbox, or check our phone, we do it without thinking. However, because your networking efforts are all about building your reputation, it means that each time you ‘check out’, you might miss out on key information or an opportunity to get or receive a referral.

Each time you find yourself in a video meeting, it’s important to use attentive body language in front of your webcam, such as

- make sure to sit or stand up straight,
- don’t make big extraneous, distracting movements, or
- don’t let your eyes wander.

It’s important for your reputation, your business/organization, and your results that when you make a commitment to meet someone online, that you are mentally committed to staying in the meeting. And when you find it’s necessary to ‘step out of the video meeting’ to access a document, make sure not to succumb to that temptation unless it’s absolutely necessary. Also, be sure to communicate with your meeting partner(s) so that they don’t think you’re ignoring them.

- Vickie Wacek, Executive Director, BNI Vermont

¹ Source: [Microsoft](#)

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

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.

June 16: [Episode 711](#): Choose the Lens You See the World Through

June 23: [Episode 712](#): My Approach to the No-Win Scenario (Classic Podcast)

June 30: [Episode 713](#): BNI Connect 10-Year Anniversary

July 7: [Episode 714](#): Relationships + Referrals = Revenue

July 14: [Episode 715](#): The Cat's on the Roof

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.



Larry Gilbert
*BNI Vermont
Ambassador*

An Unintended Consequence of BNI

By Larry Gilbert, BNI Vermont Ambassador

Most of us become referral partners with BNI because we see it as a vehicle that can help us build a business. We quickly learn that BNI can teach us about being better public speakers, about how to network effectively, and how to use time-tested tools to create better results and make more money.

All that is great and are absolutely aspects of BNI I would tout to anybody considering being a part of our tribe.

But an unexpected and unintended consequence has arisen for me from my involvement with BNI. And I suspect it is one that others have felt, as well.

BNI is helping me to be a better person.

Since the start of my tenure in BNI, I have learned to have a more positive outlook. I have found myself listening more and speaking less. I have found myself looking for the good in others more than I used to. And perhaps most importantly, I find myself trying to help others be successful in their endeavors. Or in BNI lingo, I've begun to embrace the concept of Givers Gain.

It has been interesting to watch this personal evolution. It is not what I expected when I applied. I was just hoping to find a way to market myself and my services. And that has worked. But it still amazes me that my involvement with BNI continues to produce other far more interesting "side effects."

And I think I know how it is happening. Osmosis. It's just seeping into me without much effort on my part. See, what I have been doing is surrounding myself with people in BNI that I consider examples of not only being good business role models, but also being good personal role models. And the great thing is, they are not hard to find. Within this wildly diverse and eclectic group that is BNI, there are so many people who are living life with intention, with purpose, who are striving to improve, are working to help others, who enjoy the little things, who overlook faults, and who support and encourage. They show up, do what they say they are going to do, look on the bright side, embrace differences, and accept that perfection is rarely possible. That is a five-star menu of attributes a lot of us want to order from. Immerse yourself in that mix for a few years and you won't help but begin to exhibit a few of them yourself.

That's what I have serendipitously found. It's a work in progress that won't be finished. I'm going to just sit back and try to absorb some more.

About the Author

Heart of Vermont BNI

Meets Fridays, 8:00 – 9:30 am

Heart of Vermont BNI Virtual Meeting Room

Current Roles: Ambassador, BNI VT; Mentor Coordinator,
Heart of Vermont BNI

Past Roles: Vice President, Heart of Vermont BNI

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

JULY

- 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

SEPTEMBER

- 9/13 Chapter Team Training – Mentors & Mentor Coordinator,
President, Vice President & Membership Committee,
Secretary Treasurer**
8:00 am – 1:00 pm
**Visitor Hosts & Visitor Host Coordinator, Education
Coordinator, Growth Coordinator, Event Coordinator,
Chapter Webmaster**
12:00 – 4:00 pm
Double Tree Hilton, 870 Williston Road, South Burlington
- 9/14 Chapter Team Training – Visitor Hosts & Visitor Host
Coordinator, Education Coordinator, Growth
Coordinator, Event Coordinator, Chapter Webmaster**
8:00 am – 1:00 pm
**Mentors & Mentor Coordinator, President,
Vice President & Membership Committee,
Secretary Treasurer**
12:00 – 4:00 pm
Double Tree Hilton, 870 Williston Road, South Burlington
- 9/23 The Business Experience: Train the Trainer – Level 1**
The Psychology of Becoming a Successful Trainer
3:00 – 5:00 pm, Virtual Zoom Meeting Room

[Register for Events](#)

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.



Josh Pepin

IT & Networks

The Tech Group

Wealth Builders BNI, South Burlington



Caroline Matte

Graphic Designer

Freelance Graphic Design

Champlain Connections BNI, Burlington



Michael Languasco

Residential Mortgages

People's United Bank N.A.

Champlain Valley BNI, South Burlington



Caroline S. Earle

Estate Planning Attorney

Earle & Freeman PLC

Crossroads BNI, Berlin

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

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

Elizabeth Davidson

doTERRA Wellness Advocate, Queen City BNI

Chapters In The Green - June 2021

CONGRATULATIONS TO **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

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

Christine Golden

Golden Consulting LLC, Champlain Connections BNI

David Hills

Waypoint Management Services, Middlebury BNI

Erin Perrin

Academy Mortgage Corporation, Queen City BNI

Jessica Hubis

Missing Piece Bakery, Prestige 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

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

6 Months Perfect Attendance (cont.)

Tracy Stolese

Shelburne Gift Company, The Masters BNI

Robin Freeman

Earle & Freeman PLC, Heart of Vermont BNI

Sarah Thompson

Clean Slate, Shelburne BNI

Amy Wolf

Edward Jones, Queen City BNI

Austin Casey

Stanley Steemer, The Masters BNI

Dijana Downing

Community Bank, Prosperity 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

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

Deb Chisholm

Deb Chisolm Coaching, Champlain Connections BNI

E. Stacie Lax

Coldwell Banker Hickok & Boardman Realty, Champlain Valley BNI

Heather Belanger

Lacillade's Home Design Center, Queen City BNI

Jay Stearns

Accent Productions, Champlain Valley BNI

Kristen Mills

Ridgeline Real Estate, Wealth Builders BNI

Kylie Billings

Professional Financial Associates LLC, Integrity BNI

PJ Pfeifenberger

New York Life Insurance Co., Wealth Builders BNI

Victoria Crowne

Bemer Group, Middlebury BNI

New Members – June 2021

Jeremy Berube

SunCommon, Queen City BNI

Adrian Bannister

Impact Marketing, Shelburne BNI

Renewed Members – June 2021

Mary Whitcomb

Stella Maris Education, LLC, Champlain Connections BNI

Nicholas Martin

Burlington Telecom, Champlain Connections BNI

Travis Spencer

Kinney Insurance, Champlain Valley BNI

Renewed Members – June 2021 (cont.)

Michael Bancroft

Paige & Campbell, Inc., Crossroads BNI

Julie Gaboriault

Coldwell Banker Hickok & Boardman, Shelburne BNI

Kristy Benoit

Balance to Thrive in Wellness, The Masters BNI

Tracy Stolese

Shelburne Gift Company, The Masters BNI

John Jacob

Lendio of VT / NH, Wealth Builders BNI

John Kelliher

NRC East Environmental Services, Wealth Builders BNI

BNI Vermont Team

BNI Vermont is proud to introduce you to 4 new additions to the BNI Vermont Team! Please welcome them when you see them at your meetings and other BNI regional events!



BNI Ambassador, **Mironda Meyer**, is a personal trainer and owner of Mironda's House of Wellness and Fitness. She's been a referral partner with Champlain Connections BNI in Burlington since October 2020, but is a 6+ year member of BNI, ringing a lot of experience from her membership and role as a Chapter Launch Director in the BNI Boston area.



BNI Ambassador, **Justin Loati**, is a wholesale baker and owner of La Panciata. He's the current Vice President with Crossroads BNI in Berlin and has been a referral partner with them since May 2019. He brings a lot to our team with his software and tech expertise, as well as his natural leadership skills.



BNI Ambassador, **Lisa Taft Sylvester**, is a graphic designer and owner of Interrogang Design Collaborative. She has been a referral partner with Queen City BNI in Burlington since March 2020 and brings a long history of BNI to our team through her partner's BNI membership back in the 2000's, along with her decades of business experience in marketing and design.

BNI Vermont Intern, **Aubrey Lemagnen**, is a senior at Champlain College pursuing a Bachelor's Degree in Business Administration. He'll be completely course credit through a summer internship with the BNI Vermont Team, learning about Referral Marketing and the back-end administration of a Vermont-based business.

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



BNI Vermont

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