



Givers Gain[®] Monthly

From Our Executive Director

*The way I see it, if you want the rainbow,
you gotta put up with the rain.*

– Dolly Parton

HAPPY AUGUST, BNI VERMONT! This time of year finds many wonderful things happening among our Vermont chapters, so let's update you on these activities and the impact they can have on you and your business.

BNI Global is gearing up for our annual **BNI Global Convention**, October 6th to the 9th. In-person tickets sold out months ago, but thanks to our evolution and experience with virtual conferences, the BNI Global Support Team is featuring this and future conferences online! For those of you who have attended BNI Conferences in the past, you understand what a huge opportunity this is – the most amazing presentations and fellow BNI referral partners from around the world are in attendance! This year we managed to snag a 10% discount for all Vermont BNI partners! Just contact your chapter's Director Consultant for that code.

In August we really focus on your Leadership Teams – our amazing Presidents, Vice Presidents, and Secretary/Treasurers who, through their professionalism and care, make our chapters productive and fun! Last week we met with your current and incoming teams for our annual Business Plan Workshop; setting goals for your 2021-2022 term. And in two weeks we'll be meeting for our final Leadership Team Roundtable of the term.



Just around the corner is the start of our annual **Drive for Five** campaign! Each year we celebrate chapters who welcome 5+ new referral partners into their community between September 1st and December 31st. We proudly recognized **Shelburne BNI** in 2019 and **Champlain Connections BNI** in 2020 for their achievements. Who will our 2021 winning chapters be?

And of course, annual Chapter Team Training is just around the corner, and we'll be networking in style at the DoubleTree by Hilton in Burlington!

We'll see you there!

Vickie Wacek
BNI Vermont
Executive Director

Monthly Networking Tip: How Did I Do?

[Watch video on YouTube](#)

Being an owner, a consultant, an employee, or a volunteer have a lot more in common that we may preliminarily assume. At the root of each of these roles there are fundamental commonalities that we can identify and help one another with in our referral relationships. I'm talking about feedback.



Regardless of our job, every one of us wakes up each morning motivated by something, whether that is money, family, relationships, a mission to solve a problem in the world, and/or a natural curiosity to learn about the field we are in. Among the dynamic differences in responsibilities, education, and experience found amidst our different businesses, we are all in need of insights into how our actions

are being interpreted by others. These important observations help us self-reflect on how our actions are furthering our goals.

In day to day life, getting helpful feedback can be difficult to achieve. Our relationships with our spouses, co-workers, and employees may not have been built around giving and receiving observations, and may be difficult to establish. Lucky for us, BNI has been built by you all over the decades to be the perfect venue to ask for and receive constructive feedback. Our core value of **Building Relationships** has created an environment where we understand how important it is for each of us to evolve in everything from our bookkeeping skills to our public speaking abilities.

So today's networking tip is built around encouraging you to take that step to establishing a feedback loop from your referral peers. This can be as simple as asking your Contact Sphere partner "How Did I Do?" or connecting with your chapter's Mentor Coordinator to ask about getting a Mentor to support you week-by-week or month-by-month. The next and stronger version of you is just around the corner! Take that step today to evolve into the next level of yourself and see yourself reach higher and greater goals!

- Vickie Wacek, Executive Director, BNI Vermont

Monthly Zoom Tip: Watching Yourself Watch Yourself

[Watch video on YouTube](#)

There are a surprising amount of studies and information out there about what happens in our brains when we watch ourselves do something. This could be as simple as seeing a video that we are in, or as dynamic as seeing our own face in the Zoom line up in our weekly BNI meetings. Generally, the results of these studies aren't good.

There's something in our wiring that leads us to be highly distracted by our own image, checking that we're lined up in our screen, or that our tie is straight. So let's take the time right now to learn how to stop watching ourselves when we're in video meetings.

In Zoom, the key to this is right clicking on our own video and choosing the **Hide Self View** option from the dropdown menu. This allows everyone else in the meeting to see us, but prevents us from getting distracted by our own video.

Some of you have already tried this, and continue not to use it because "I need to be able to see myself when I present". However, think of the times you've talked to your spouse, your kids, a client, etc. and not watched yourself have that dialogue. Think back to our in-person BNI meetings when we presented to a room full of referral partners without having a mirror or video of ourselves running the entire time.

Take the time, starting today, to choose Hide Self View from now on in your Zoom meetings so that you can be more connected and attentive to your referral partners!

- Vickie Wacek, Executive Director, BNI Vermont

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.

July 21: [Episode 716:](#) Dude, Where Are My Wheels?

July 28: [Episode 717:](#) In Person, Online, or a Blend?

August 4: [Episode 718:](#) Harmony in Entrepreneurship

August 11: [Episode 719:](#) Business and BNI Phases

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.



Steve Hartmann
BNI Vermont
Director Consultant

Visitors – You Don’t Know What You Don’t Know

By Steve Hartmann, BNI Vermont
Director Consultant

Before applying to BNI I was prospected on four different occasions to three different chapters over the span of three years. To say the least, I was very apprehensive. Visiting or substituting from time to time seemed alright, and it was the most I was willing to do because I wasn’t excited about the idea of drinking the cool-aid from that “culty” clan of people that seemed to only want me to join their group for reasons I didn’t understand.

Little did I know, although each chapter runs their meeting with the same agenda, each chapter has its own unique culture. This difference was made clearer to me when I visited the last, and ultimately, the chapter I applied and was accepted to. It wasn’t as “salesy”. People were joking and excited to be there. Yes, they were all there to make money. Yes, it’s a business meeting, not a giant social event. Yes, at first, it can feel like some sort of anonymous support group for the professionally challenged. And yes, each person is trying to get everyone to give them business. But the approach most BNI partners have is very different from what I had originally judged. What I once thought was a group of takers, I found to be a tribe of people that make money by giving business to each other. They genuinely want you to succeed because your success is theirs as well. What I mistook for “salesy” was, instead, enthusiasm about what they do and how they can help you, because the more people they can give business, the more opportunity there is to make money. What I thought was a huge commitment of time week in and week out turned into the part of my week I most looked forward to. It helped me fine tune my “why”, as well as my mission, services, products, differentiators, and the type of business I was really looking for. And once I tuned in, I learned how to communicate to those who are eager to learn and ready to help.

I didn’t know what I didn’t know, until I knew.

Thanks to experience, now that I know what BNI is all about I am grateful I took the leap. This is now a tribe of people that are friends as well as referral partners, and I am thankful for the culture that we bring to both our professional and personal growth and development. When I reflect back on when I was a mere visitor, I am able to look ahead and ask each chapter and partner to remember what it was like when you were visiting, and to think on the things you wish you had known then because of what you know now, then pay it forward.

About the Author

The Masters BNI

Meets Thursdays, 8:00 – 9:30 am

The Masters BNI Virtual Meeting Room

Current Roles: Director Consultant with Champlain Connections BNI and Prestige BNI, President (2 terms)

Past Roles: Secretary/Treasurer (2 terms), Education Coordinator, Ambassador

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

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

OCTOBER

- 10/26 The Business Experience: Train the Trainer – Level 2**
The Techniques of 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.

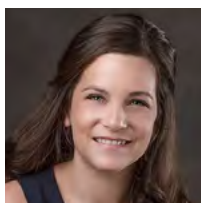


Larry Gilbert

Security Systems

Vermont Security

Heart of Vermont BNI, Montpelier



Amanda Starr

Photographer

Amanda Starr Photography

Integrity BNI, Essex Junction



Krista Hoffsis

Residential Real Estate Agent

**Four Seasons Sotheby's
International Realty**

Middlebury BNI, Middlebury



Nancy Brooks

Marketing Consultant

Nancy Brooks Marketing

Prestige BNI, St. Albans

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 – Your new Stowe referral group continues to make progress towards launching! [Click here to register](#) yourself or a visitor for their meeting. They meet **Tuesdays from 8:30 – 10:00 am** via Zoom. 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

Elizabeth Davidson

doTERRA Wellness Advocate, Queen City BNI

6 Months Perfect Attendance

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

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

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

Steve Hartmann

Affiliated Associates, The Masters BNI

Tracy Stolese

Shelburne Gift Company, The Masters BNI

Robin Freeman

Earle & Freeman PLC, Heart of Vermont BNI

Amy Wolf

Edward Jones, 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

6 Months Perfect Attendance (cont.)

E. Stacie Lax

Coldwell Banker Hickok & Boardman Realty, Champlain Valley BNI

Heather Belanger

Lacillade's Home Design Center, Queen City BNI

Kristen Mills

Ridgeline Real Estate, Wealth Builders BNI

Kylie Billings

Professional Financial Associates LLC, Integrity BNI

PJ Pfeifengerger

New York Life Insurance Co., Wealth Builders BNI

Victoria Crowne

Bemer Group, Middlebury BNI

Ingrid Serafini

Spruce Mortgage, Integrity BNI

Tom Stuessy

Green Square Consulting, Shelburne BNI

New Members – July 2021

Peter Straube

Closer Look Home Inspections, Champlain Valley BNI

Michelle Paul

Porchlight Financial Services LLC, Crossroads BNI

Michael Augustus

New York Life, Middlebury BNI

Serena Kim

Swift House Inn, Middlebury BNI

Jerrod DeShaw

Edward Jones, Prestige BNI

Renewed Members – July 2021

Adam Ashe

Ashe Insurance, Champlain Connections BNI

Steve Fuchs

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

Michael Languasco

People's United Bank, Champlain Valley BNI

Howie Michaelson

Sun Catcher LLC, Heart of Vermont BNI

Ingrid Serafini

Spruce Mortgage, Integrity BNI

Jason Davila

Invictus Chiropractic, Integrity BNI

Lisa Taft Sylvester

Interrobang, Queen City BNI

Diane Ravenscroft

Home Designs LLC, Shelburne BNI

Gillian Franks

Feldenkrais with Gillian Franks, Shelburne BNI

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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