



Givers Gain[®] Monthly

From Our Executive Director

*Traditions touch us, they connect us,
and they expand us.*
– Rita Barreto Craig

OCTOBER IS UPON US, and with this glorious month comes an incredible shot of energy from our Leadership Transitions. We're celebrating what our outgoing teams have done for us this past year, while basking in the potential for our businesses with our incoming teams.

This month also has us reviewing achievements throughout the region this past year. We spent the last 12 months networking and building relationships on BNI Online instead of in-person, which may, to the outsider, seem less productive, however, for the second year in a row you get to celebrate the fact that you generated over \$10 MILLION in Thank You For Closed Business since last October! It makes my heart happy to see that your partnerships and commitments to one another have endured, and you continue to put your best foot forward building joy and success for one another.

October is also the second month of our Drive For Five campaign which focuses us on inviting new professionals to our referral groups. The power of visitors in our BNI chapters cannot be underestimated. Relationship Marketing is all about creating as many opportunities for ourselves as possible – hence our Weekly Presentations, Feature Presentations, and Visitors. When we make our Visitors feel welcome, engaged, and productive, we get a boost of referrals when they use our services; and sometimes apply for an interview.

BNI Vermont is hard at work partnering with your soon-to-be Stowe BNI referral team, so stay tuned for the formal announcement of their kick off! We've also extended some select invitations to the BNI Vermont Director Consultant Team, so stay tuned for introductions to these incredible referral partners.

Happy Newtorking!



Vickie Wacek
BNI Vermont
Executive Director

Monthly Networking Tip: The Power and Weakness of Email

WATCH VIDEO

Do you remember when receiving an email was exciting? Yes, this may be a decade or two in the past, but there was a time like that for all of us.

What has changed?

Well, to start with, we are now inundated with more communications and information than ever before, and this makes it difficult for us to mentally manage it all. In turn, this results in us becoming overwhelmed by the amount of emails that we receive.



So why would a Networking Tip about emails be helpful to my relationship marketing activities?

Relationship Marketing is all about relationships, and a healthy relationship is built on regular and engaging communication. But here is where emails help and hinder. We all know how much we love what

we do. We know we're making the world a better place through our coaching, our carpentry, our massage, our design, etc. What we lose sight of is that others do not have the same passion that we have for our business. This in turn results in us over-communicating, especially through emails. I'm talking about unsolicited emails and signing one another up for our newsletters and event invitations without asking permission first.

Emails are a blessing that allow us to organize thoughts and plan together. They allow us to connect quickly and en masse. We know that emails aren't going away any time soon. So the question is, how do we make the biggest and best impact with the emails that we do send? **Check out this article** from a Professor at Drexel University; write emails with intention and thoughtfulness. And to help you have great email communications, **never** sign up someone for an automated email where you don't first get their permission.

- Vickie Wacek, Executive Director, BNI Vermont

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.

September 15: **Episode 724:** What is Success? (Classic Podcast)

September 22: **Episode 725:** Growth in Difficult Times

September 29: **Episode 726:** The Visitor Experience

October 6: **Episode 727:** Visitor Contact and Experience

October 13: **Episode 728:** Coaching a Chapter to Greatness

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.

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 Partner 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!

Partner Success Program

The **BNI Partner Success Program** is an online course for all new partners to support their first 60 days of partnership. It's 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. And because the workshop is virtual, it can be tackled at a pace that fits each new partner (as long as it's completed within 60 days). **Cost:** Covered by annual partnership dues.

And for those of you that have completed the online BNI Partner Success Program, we highly recommend that you follow it up with the **New Partner 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 partnership dues.

2021-2022 New Partner Skills Workshops

November 29 · 4:00 – 6:00 pm

January 24 · 4:00 – 6:00 pm

March 28 · 4:00 – 6:00 pm

May 23 · 4:00 – 6:00 pm

July 18 · 4:00 – 6:00 pm

Location for all New Partner Skills Workshops:

Virtually hosted until further notice

Chapter Success Programs are offered individually for each chapter so that all partners can easily access the program annually as part of their partnership. 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 partnership dues.

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. Please bring a visitor so that this group can launch. 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

From the BNI Team



Tim Boltin
BNI Vermont
Ambassador

How is Your Listening?

By Tim Boltin, BNI Vermont Ambassador

As part of the BNI experience and being a good referral partner, I always challenge myself to be a good listener. To me, listening is being a good friend; it's part of being in an active conversation between you and another and paying attention. It has to be one of the most underutilized abilities. And while I am a really good listener, I recently received a challenge.

A few years ago my family traded in several vehicles to get a child out a vehicle loan - lesson learned and we all moved on. It wasn't my favorite moment in life - I liked my car and all the gadgets that make life easier, but alas, my child had suffered long enough and it was stressing us all out.

So this week while putting together a completely different article for this publication, I got a text message from my friend at the car dealership. "Hey Tim, have I got a deal for you!" I was hooked; my wife not so much. I never really enjoyed my car downgrade, but it was for a better cause - First World problem, right?

So here's the interesting part. When my dealership friend TJ called, he recalled our entire vehicle trade in transaction from years ago. He remembered that I was disappointed with losing a car I really liked and how I downgraded to get what we needed. I was absolutely amazed at the detail he recalled from our exchange. He even remembered that my wife would be the final authority - I don't do finances.

Now listen, I'm not naive, he's a car dealer - there's probably a Jedi mind trick or some special class on doing what he did. But seriously, isn't that BNI? We all **want** active referral partners like TJ. We should all **want to be** active referral partners like TJ. He managed to make himself the perfect fit in his self-referral to me - and he made his quota. I don't know if he had a file on me or my needs, but whatever it did certainly worked.

BNI's Founder, Dr. Ivan Misner talks a lot about deep relationships that give people insight and a level of confidence in dealing with us and others. TJ was comfortable enough with me to ask pertinent questions about a vehicle and my needs, and I certainly thought it was a win-win for both of us.

So here is the challenge - **Are you a good listener?** On some days yes and some days no. I have to admit that while I really do think I am a pretty good listener, I believe that my business growth has made active listening to clients, customers, and friends really difficult. I need to carve out time to be an active listener while I am experiencing such rapid growth. I have to find the time - I keep looking. I've got to get more creative about listening to people and looking for ways to refer to my partners. I will pledge to keep working on it - Right now I'm going for a ride with the sunroof open!

About the Author

Crossroads BNI

Meets Thursdays, 8:00 - 9:30 am

Crossroads BNI Virtual Meeting Room

Current Roles: Growth Coordinator of Crossroads BNI,
BNI Vermont Ambassador

Past Roles: Membership Committee, Visitor Host

Events

Event Calendar

Join BNI partners 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

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
- 10/26 What is BNI? Interest Meeting**
11:00 am – 12:30 pm, Virtual Zoom Meeting Room

NOVEMBER

- 11/9 What is BNI? Interest Meeting**
11:00 am – 12:30 pm, Virtual Zoom Meeting Room
- 11/12 Champlain Connections BNI Chapter Success Program**
9:30 am – 12:30 pm, Virtual Zoom Meeting Room
- 11/15 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Richmond Free Library
- 11/18 Crossroads BNI Visitors' Day**
8:00 – 9:30 am, Virtual Zoom Meeting Room
- 11/12 Heart of Vermont BNI Chapter Success Program**
10:00 am – 1:00 pm, Virtual Zoom Meeting Room
- 11/23 What is BNI? Interest Meeting**
11:00 am – 12:30 pm, Virtual Zoom Meeting Room

DECEMBER

- 12/13 Middlebury BNI Visitors' Day**
8:30 am – 10:00 am, Virtual Zoom Meeting Room
- 12/14 What is BNI? Interest Meeting**
11:00 am – 12:30 pm, Virtual Zoom Meeting Room

[Register for Events](#)

Chapter Growth

BNI Vermont chapters have launched the annual **Drive For Five** partnership competition! Good Luck, and we look forward to celebrating you and your chapter's success over the coming months!

**DRIVE
FOR FIVE**

SEPTEMBER 1 – DECEMBER 31, 2021

Induct **5 NEW PARTNERS** to Win!

EVERY PARTNER IN A CHAPTER
that inducts 5 new partners

with application dates on or between
September 1 – December 31, 2021
will receive a

Large BNI Card Holder or a BNI Padfolio of their choice and a
voucher to attend one of
The Business Experience Series Workshops in 2022

EVERY PARTNER
who sponsors a new partner
with an application date on or between
September 1 – December 31, 2021
will receive a

\$40 Gift Card to any Vermont-Based Business

Chapter Growth

Induct **5 NEW PARTNERS** to Win!

Number of New Referral Partners

0 1 2 3 4 5 5+

Champlain
Connections BNI



Champlain
Valley BNI



Crossroads BNI



Heart of
Vermont BNI



Integrity BNI



Middlebury BNI



Prestige BNI



Prosperity BNI



Queen City BNI



Shelburne BNI




The Masters BNI



Wealth
Builders BNI



 = pending applications

Partner Recognition

BNI Partner Profile of the Week

Each week we feature one BNI Vermont Partner 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.



Mary Catherine Jones

Media Services

Voice-Over Vermont, LLC

Champlain Connections BNI, Burlington



Darlene LeClair

Electrician

Lakeside Electric Inc.

Champlain Valley BNI, South Burlington



Chandra Pollard

Residential Mortgages

Union Bank

Crossroads BNI, Berlin



Soren Pfeffer

Residential Real Estate

Central Vermont Real Estate

Heart of Vermont BNI, Montpelier

Partner Recognition

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

Gina Buchanan

Buchanan Virtual Office LLC, The Masters BNI

Elizabeth Davidson

Doctor Elizabeth Davidson, Queen City BNI

Justin Loati

La Panciata, Crossroads 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

Kate O'Malley

Juice Plus+, The Masters BNI

Kate Tucker

Hall Communications, Queen City BNI

Larry Gilbert

Vermont Security, Heart of Vermont 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

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

Stephanie Gurrieri

Pames Provisions, Queen City BNI

Heather Belanger

Lacillade's Home Design Center, Queen City BNI

Kylie Billings

Professional Financial Associates LLC, Integrity BNI

PJ Pfeifenberger

New York Life Insurance Co., Wealth Builders BNI

6 Months Perfect Attendance (cont.)

Victoria Crowne

Bemer Group, Middlebury BNI

Angela Zaikowski

Bennett & Zaikowski P.C., Champlain Connections BNI

Jaimeelyn Gaboriault

Gaboriault & Sons Property Maintenance, Champlain Connections BNI

Mary Whitcomb

Stella Maris Education, LLC, Champlain Connections BNI

Michael Languasco

People's United Bank N.A., Champlain Valley BNI

Robert Caneco

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

Soren Pfeffer

Central Vermont Real Estate, Heart of Vermont BNI

New Partners – September 2021

Courtney Jarecki

Yancy Red Social Media Agency, Crossroads BNI

Robert Crino

Bob Crino Electrician, Prestige BNI

Mary Capparuccini

New York Life, Prosperity BNI

Renewed Partners – September 2021

Julieta Rushford Santiago

Holistic Julieta Consulting, Prosperity BNI

Theresa Ferrara

Coldwell Banker Hickok & Boardman Real Estate, Integrity BNI

Robert Miller

Rob's Home Improvements, Middlebury BNI

Amy Wolf

Edward Jones, Queen City BNI

Jonathan Quong

New England Electric, Champlain Connections BNI

Erin Perrin

Academy Mortgage, Queen City BNI

BNI Vermont Team

Please Welcome Julie Goodall of Genesis Consulting as BNI Vermont's Partner Experience Coordinator



BNI Vermont is very glad to welcome **Julie Goodall**, a business consultant, owner of Genesis Consulting, and President of Shelburne BNI, to the BNI Vermont Team! As Partner Experience Coordinator, Julie will be on the front lines helping our newest referral partners leverage their new BNI journey by helping them broaden their awareness of what BNI has to offer them beyond their home chapter. Julie's natural skills as a consultant brings a lot of insight and impact to the BNI Vermont Team which we know will be felt throughout the professionals in BNI Vermont!

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

PO Box 64737 · Burlington, VT 05406

Phone: 802-557-0111

Vickie@BNIVermont.com

www.BNIVermont.com

BNI

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