

The Power of Traditions

BNI[®]

Givers Gain[®] Monthly

From Our Executive Director

Cultures grow on the vines of tradition.
– Johan Goldberg

NOVEMBER IS SUCH A TRANSFORMATIVE MONTH, especially with the implementation of daylight savings, the changing weather, and the thoughts of holidays ahead.

In our BNI world, November welcomes a full month into our new term, with its injections of new energy from our new roles! Each of our roles provides us with the opportunity to build our professional visibility by being amazing Vice Presidents, Mentors, and Webmasters – and through our actions in these roles we build credibility and therefore profitability. On top of this comes the impact of our roles on the chapter as a whole – building chapter-wide trust and collaboration. Keep up the amazing attention to detail and passion for what you do!

Your chapters are making great strides in our annual **Drive For Five** campaign! With 6 weeks remaining before we close this event, we want to motivate and engage you around the power that comes from visitors, and the amazing and unexpected opportunities that arise from meeting people you don't know. Remember that for each new partner you sponsor into your chapter, we are awarding a \$40 gift certificate to a Vermont-based business of your choosing, as well as celebrating each chapter that achieves 5 new partners by the end of the year. Keep up the great intention with your inviting!



Vickie Wacek
BNI Vermont
Executive Director

Next on the docket for BNI Vermont – our **9th Annual BNI Vermont Awards Banquet** which we are very excited to announce **will be held in person in 2022!** Please mark your calendars for Friday, April 8th, 2022 from 5:30 – 10:00 pm at the Doubletree by Hilton hotel in Burlington. Tickets will go on sale online in early 2022, and we'll be opening sponsorships in January so that you have an opportunity to create a TON of visibility for your business.

Can't wait to see you there! Happy Networking!

Monthly Networking Tip: Slowing Time

We've all thought it, and we've all heard it...

Where has the time gone?

I mean, it's already November 2021! So where does the time go, and how can we slow it down?



Years ago I had an epiphany about time and why it seems to speed up the older we get. When you and I were 10 years old, the previous year of our life made up 1/10 of all of our memories. On our 40th birthday, the previous year made up 1/40 of all of our memories.

So every year we're alive, the previous year's memories make up a smaller and smaller fraction of our lifetime of memories, making each year seem to shorter.

Now whether or not this is the correct reason why time seems to fly, it's important to ask if there is a way to slow it down, and I believe there is. Slowing down time comes in the combination of three important things:

Being present, being thankful, and being balanced.

Being present means that your thoughts are focused on what you are doing now, not on what happened before, or what is coming after. When we're present, memory has a chance to focus and bring the email, the conversation, or the event into full color.

Being thankful simply means carrying gratitude everywhere we go. I have a tendency to remember things I enjoy. So make sure that every phone call, every cup of coffee, every trip to pick up the kids, is filled with recurring thoughts of thankfulness.

Being balanced means taking on only what you can achieve. It means finding your version of work and home, business and personal. When you strike that balance, it allows your memories to lengthen and deepen.

So consider where your time has gone. Maybe it's time to make a new mantra for yourself – **Present, Thankful, Balanced.**

- 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.

October 20: [Episode 729:](#) What a Brigadier General Taught Me About Communication (Classic Podcast)

October 27: [Episode 730:](#) Time and Money

November 3: [Episode 731:](#) Online and Hybrid Chapters

November 10: [Episode 732:](#) How You Stand Changes Who You Meet

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

Manchester – Contact Vickie with interested parties!

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!

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



Equal Opportunity for Success

By Erin Perrin, BNI Vermont Launch Director

The title of Podcast 593, “Growth is not the Goal” caught my attention, which was exactly what the intention was. Why wouldn’t we want to grow? Why wouldn’t increasing the number of the Referral Partners in my Chapter not be a goal? Don’t we want to move from 20 Referral Partners to 30, from 30 Referral Partners to 40?

However, growth for growth’s sake, growing without purpose or meaning or a strategy supporting that growth shouldn’t be the goal. Instead, we should be using growth as a tool to enable all Referral Partners to find success.

Here is where the birth of the idea about providing an equal opportunity for success for each Referral Partner is born. Long term success of a Chapter lies in its retention of its Referral Partners. How does growth support this?

Strategic, purposeful growth through building Contact Spheres is the way. The majority of each Referral Partners referrals come from their respective Contact Spheres. A referral partner in a Contact Sphere of 10 partners is going to receive more referrals than a Referral Partner in a Contact Sphere of 2 will receive.

Limiting growth to an arbitrary number or using that as the only goal is a disservice to the Referral Partners currently in your Chapter. Understanding that the number of Referral Partners in your Chapter is less important than making sure that you have balanced Contact Spheres is crucial to the long-term success as a Chapter and the businesses within it.

As we continue to transition into a new year and new roles in our BNI Chapters and for many of us we begin our Business Plans for our own growth in 2022, let’s focus on not just growth for growths sake. Let’s be purposeful and strategic in how we grow, where we grow. Understanding that growth is a tool not the goal.

The more success people are seeing the happier they are going to be. Retention and Growth aren’t mutually exclusive. The longer you retain the easier it is to grow. And isn’t providing an equal opportunity for success for all our Referral Partners in each of our Chapters the ultimate in a Givers Gain mindset?

About the Author

Queen City BNI

Meets Wednesdays, 11:30 am – 1:00 pm
Queen City BNI Virtual Meeting Room

Current Roles: Launch Director, BNI Vermont; Membership Committee and Event Coordinator, Queen City BNI

Past Roles: President, Vice President, Mentor Coordinator

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

NOVEMBER

- 11/15 BNI Vermont Leadership Team Roundtable**
2:00 – 5:00 pm, Richmond Free Library
- 11/16 National Speed Networking**
4:00 – 5:00 pm, Virtual Zoom Meeting Room
- 11/18 Crossroads BNI Visitors' Day**
8:00 – 9:30 am, Virtual Zoom Meeting Room
- 11/18 BNI Connect Deep Dive**
12:00 – 1:00 pm, Virtual Zoom Meeting Room
- 11/12 Heart of Vermont BNI Chapter Success Program**
10:00 am – 1:00 pm, Virtual Zoom Meeting Room
- 11/19 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
- 11/23 National Speed Networking**
4:00 – 5:00 pm, Virtual Zoom Meeting Room
- 11/30 National Speed Networking**
4:00 – 5:00 pm, Virtual Zoom Meeting Room

DECEMBER

- 12/2 BNI Connect Deep Dive**
12:00 – 1:00 pm, Virtual Zoom Meeting Room
- 12/7 What is BNI? Interest Meeting**
11:00 am – 12:30 pm, Virtual Zoom Meeting Room
- 12/7 National Speed Networking**
4:00 – 5:00 pm, Virtual Zoom Meeting Room
- 12/9 Middlebury BNI Visitors' Day**
8:30 am – 10:00 am, Virtual Zoom Meeting Room
- 12/9 BNI Connect Deep Dive**
12:00 – 1:00 pm, Virtual Zoom Meeting Room
- 12/14 National Speed Networking**
4:00 – 5:00 pm, Virtual Zoom Meeting Room
- 12/16 BNI Connect Deep Dive**
12:00 – 1:00 pm, Virtual Zoom Meeting Room
- 12/21 What is BNI? Interest Meeting**
11:00 am – 12:30 pm, Virtual Zoom Meeting Room
- 12/21 National Speed Networking**
4:00 – 5:00 pm, Virtual Zoom Meeting Room
- 12/23 BNI Connect Deep Dive**
12:00 – 1:00 pm, Virtual Zoom Meeting Room
- 12/28 National Speed Networking**
4:00 – 5:00 pm, Virtual Zoom Meeting Room
- 12/30 BNI Connect Deep Dive**
12:00 – 1:00 pm, Virtual Zoom Meeting Room

[Register for Events](#)

Chapter Growth

BNI Vermont chapters have just launched the annual Drive For Five partnership competition! We also look forward to celebrating new additions to the BNI Vermont Gold Club!

Build your business, build your chapter, and help your chapter drive to higher levels!

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

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.

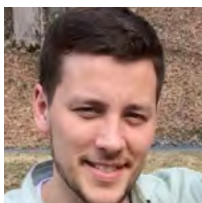


Amy Crawford

Digital Media

Clover Ridge Media

Integrity BNI, Essex Junction

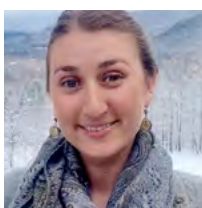


Corey Thacker

Financial Advisor

Quantum Leap Capital

Middlebury BNI, Middlebury



Kristen Schmalig

Graphic Designer

Further Up Design

Prestige BNI, Saint Albans



Julieta Rushford Santiago

Health Coach

Holistic Julieta

Prosperity BNI, Williston



Mollie Lannen

Printer

CW Creative

Queen City BNI, Burlington

Partner Recognition

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

Gina Buchanan

Buchanan Virtual Office LLC, The Masters BNI

Julie Phillips

Working Fields, Prestige BNI

Anita Hoy

Fluidly Moving Body Works, Crossroads BNI

6 Months Perfect Attendance

Alice Lissarrague

Lissarrague College Guidance, Shelburne BNI

Allison Bogan

Precision Chiropractic, Shelburne BNI

Bob Boucher

Dependable Cleaning, Middlebury BNI

Christine Golden

Golden Consulting LLC, Champlain Connections 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

Matt Stevers

White Oak Construction, Middlebury BNI

Paul Richardson

StoryWorkz Photography, Crossroads 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

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

PJ Pfeifenberger

New York Life Insurance Co., Wealth Builders 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

Derek Murray

Rob Shea Carpentry, Wealth Builders BNI

Erik Kolomaznik

CK Financial Resources, Shelburne BNI

Rick Gomez

RVG Electrical Services LLC, Wealth Builders BNI

New Partners – October 2021

Matthew Hand

AFLAC, Prosperity BNI

Jessica Hill

Movement Matters LLC, Queen City BNI

Kim Ransom

101 Financial, Middlebury BNI

Jim Farrington

JPF Architecture, Integrity BNI

Sue Lackey

Perfect Image Fashions, Wealth Builders BNI

Renewed Partners – October 2021

Brendan Walsh

Quantum Leap Capital, Shelburne BNI

Julia Wilk

Word & Web, Heart of Vermont BNI

Rick Gomez

RVG Electrical Services, Wealth Builders BNI

Stephanie Gurrieri

Pames Provisions, Queen City BNI

Renewed Partners – October 2021 (cont.)

Dijana Downing

Community Bank, Prosperity BNI

Natanya Lara

doTerra, Champlain Connections BNI

Lori Bielawa

Waggles LLC, Queen City BNI

Peter Cassels-Brown

Mountain Energy Design, Wealth Builders BNI

Christy Feiker

doTerra, Shelburne BNI

Rich Jones

State Farm Insurance, Heart of Vermont BNI

Jaimeelyn Gaboriault

Gaboriault and Sons Property Management, Champlain Connections BNI

Jeff Teplitz

Academy Mortgage, Prosperity 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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