



Givers Gain[®] Monthly

From Our Executive Director

"Magic is just science that we don't understand yet." – Arthur C. Clarke

Hello February! We are just 1 day away from a 10.5 hour long day (sunrise to sunset) as we steadily approach budding leaves and warm sun. Hence the quote about magic – to bring to our attention that there are constant shifts in our opportunities and perspectives which sometimes feel like magic. 2022 is thoroughly underway, and it's been amazing interacting with so many of you and seeing and feeling your shifts from struggle and change towards growth and magic.

At BNI Vermont we are smack in the midst of two major changes that are bringing us non-stop joy!

First is the addition of 3 absolutely outstanding Director Consultants and a new Ambassador to our [BNI Vermont Team](#)! Many of you have had the opportunity

to meet and interact with them and some of you will now have them in your back pocket, sharing their positivity, their insight, and their support of your collaborative marketing efforts over the coming years. Welcome [Gina Buchanan](#), [Mironda Meyer](#), [Justin Loati](#), and [Amanda Starr](#)! If you are interested in becoming a part of our award winning team, contact me at Vickie@BNIVermont.com.

Second is not so much a change, but a return. For nearly a decade we've hosted all of you for a HUGE party – our annual [awards banquet](#). And this year my heart is filled with so much joy to know that we'll be celebrating in person! You can help us take this event to its fullest potential with a few generosity:

Feature your business with a sponsorship!

For as little as \$75 you can help us afford this huge event and bring attention to your business! Contact Admin@BNIVermont.com for a list of sponsorships still available.

Donate an item or service to our silent auction!

Our goal is to raise over \$1,000 for the [BNI Foundation](#), and we can achieve that yet again with your charity. Contact BNI Vermont Ambassador, Tim Boltin, at ddbakeryvt@gmail.com with your item(s).

Donate an item to the Welcome Gift Bags!

If you are interested in putting your business in front of 100+ BNI Vermont Referral Partners by submitting an item with your logo on it for our banquet Welcome Gift Bags, please email [Rosann Kramer](#) and/or [Gina Buchanan](#). Your items will need to be received by March 15th.

I hope you all have a spectacular rest of your month!

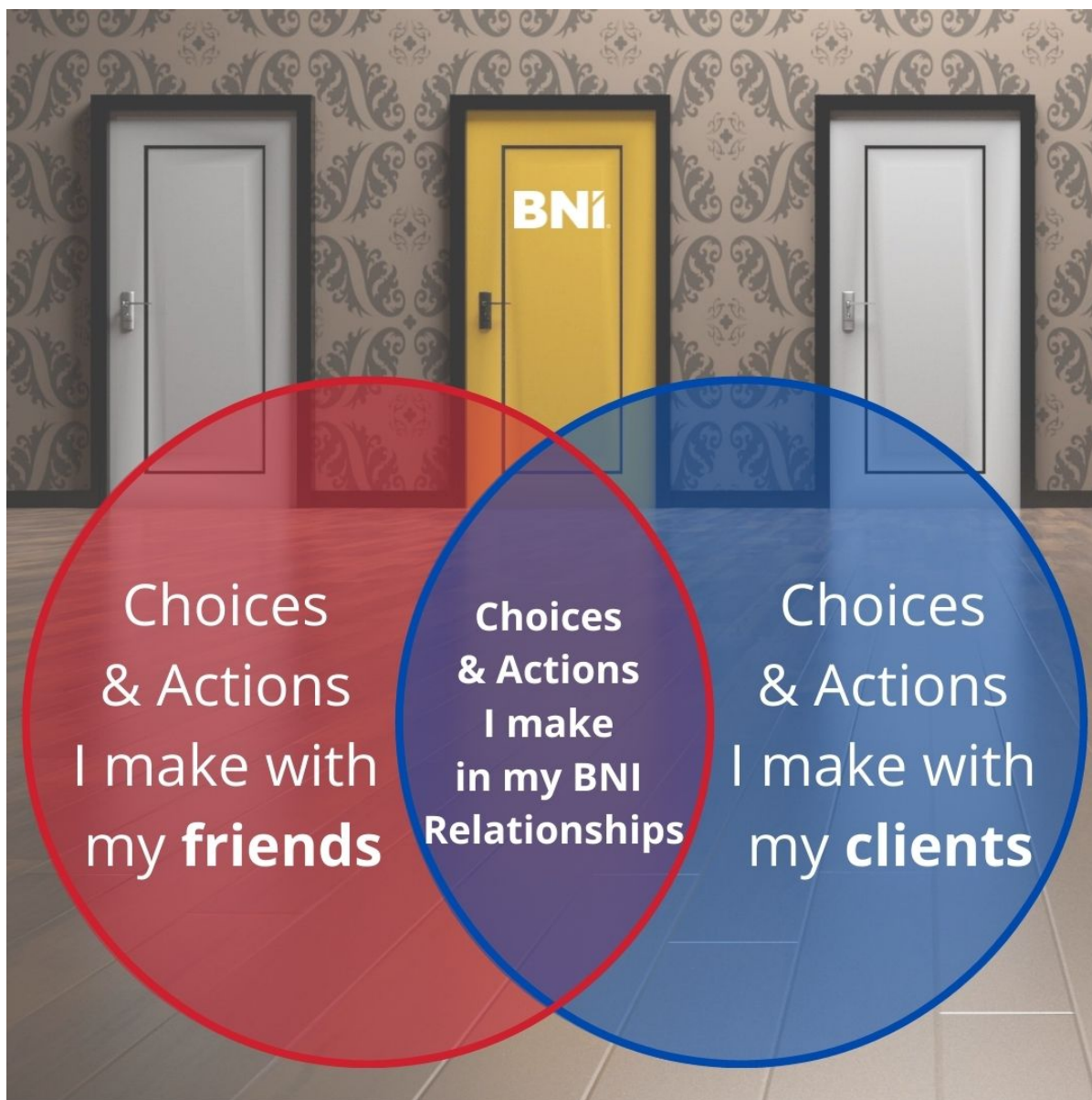
Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip Choices That Make Money



We're all in business, which means we've learned in real time how important our reputation is. Our reputation speaks to our repeatable reliability, integrity, and commitment. And these all lead to the results we experience in Relationship Marketing.

However, our professional reputation has a tendency to get lost from time to time in the choices we make with our BNI partners. Why is that?

I believe that the Building Relationships part of BNI is what lies at the root of this problem. We humans have a tendency to evolve our closest relationships into friendships, which is why BNI is both fun and productive! At the same time, many of us have learned to act differently with our friends when compared to our clients. Those actions can be a boost or a bane to our reputation.

For example, I may casually swear around my friends, but I would never do that

with a client. I may pour out my frustrations about life or work with a friend, but I would never do that with a client. I may expect my friends to be completely okay with my tardiness or casualness, but I would never expect my clients to be forgiving of my being late or showing up dressed to watch a game and drink.

This is where our choices in BNI become very empowering and important. As we establish ourselves in our referral team, it is in our best interests to make decisions that reflect our **professional reputation** instead of our friendship reputation. It is profitable for us to decide to show up on time for every commitment we make to our BNI partners, whether they are friends or not. It is profitable for us to meet one another in One-to-Ones and in our weekly meetings, dressed as if our biggest and best client may show up at any moment.

So as you continue to build your business through BNI, consider your choices. And put those choices through the filter of

“Would I do this with a client?”

- 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.

January 19: [Episode 741](#): Premature Solicitation (Classic Podcast)

January 26: [Episode 742](#): Building Relationships at Home, Work, & Community

February 2: [Episode 743](#): Be Passionate, not Pushy

February 9: [Episode 744](#): Networking is a Marathon, Not a Sprint

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



The Basics of The Game

By John Jacob, BNI Vermont Ambassador

To paraphrase the opening line of one of my favorite books,

**“It is the busiest of times,
it is the slowest of times”.**

This is especially true whether you're a sports enthusiast or a business owner. [READ MORE](#)



New Member Skills Workshop Graduates!

January 24th, 2022

Regional and National Events

Join BNI partners from across the state and the world for webinars, workshops, and networking to enrich your BNI experience by boosting your visibility and perspective!

Click our Event Calendar button to access all of these great opportunities!

Event Calendar

New Member Skills Workshop (hosted on Zoom)

Monday, March 28th, 4:00-6:00pm

BNI Connect Deep Dive (hosted on Zoom)

Thursday, February 17th, 12:00-1:00pm

Thursday, February 24th, 12:00-1:00pm

What Is BNI? Interest Meetings (hosted on Zoom)

Tuesday, February 22nd, 11:00am-12:30pm

Tuesday, March 8th, 11:00am-12:30pm

Tuesday, March 22nd, 11:00am-12:30pm

National Speed Networking (hosted on Zoom)

Tuesday, February 15th, 4:00pm-5:00pm

Tuesday, February 22nd, 4:00pm-5:00pm

Tuesday, March 1st, 4:00pm-5:00pm

Tuesday, March 8th, 4:00pm-5:00pm

Tuesday, March 15th, 4:00pm-5:00pm

Middlebury BNI Chapter Success Program (hosted on Zoom)

Monday, March 21st, 10:30am-1:30pm

Visitors' Days (hosted on Zoom)

Queen City BNI, Wednesday, March 9th, 11:30am-1:00pm

Heart of Vermont BNI, Friday, April 1st, 8:00am-9:30am

BNI Vermont Leadership Team Roundtable (hosted on Zoom)

Monday, February 21st, 2:00pm-5:00pm

9th Annual BNI Vermont Awards Banquet

Friday, April 8th, 5:30pm-10:00pm - DoubleTree by Hilton, Burlington



9th Annual BNI Vermont Awards Banquet

In-Person, Doubletree by Hilton, Burlington

Friday, April 8th, 5:30-10:00p

[Purchase your tickets now!](#)



Join us for the
2022 BNI United State Conference
hosted virtually and in-person in San Diego, California
Thursday, April 28th through Saturday, April 30th

You can [purchase tickets here](#) and [review the agenda here](#)

We know that 3 BNI Vermont professionals are going in-person
and we'd love to have you join us!



The **BNI Member Success Program** is an online workshop for all new partners to support their first 60 days of partnership. It's accessibility through [BNIBusinessBuilder.com](https://www.bnibusinessbuilder.com) means that the entire course can be accomplished via the BNI Business Builder 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 dues



And 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 One-to-Ones, and
- Discovering ways to effectively use your Contact Spheres.

Cost: Covered by annual dues

2022 New Member Skills Workshops

[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



Don't forget your chapter's annual **Chapter Success Program**, which is offered individually for each chapter. 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 or the [BNI Vermont Calendar](#) for the date of your next Chapter Success Program! **Cost:** Covered by annual partnership dues.



New Chapters Forming

We are excited to introduce you to these new communities that are forming around Givers Gain and Relationships Marketing!

Help us grow your ROI by introducing us to professionals located in these Vermont towns and counties!



Town

Northeast Kingdom (NEK)

Online-Only

Manchester

Lamoille County

Who to Contact

Erin Perrin

Vickie Wacek

Vickie Wacek

Launching in March 2022!

Contact Chapter Launch Directors

Erin Perrin 802-871-5965, Erin@BNIVermont.com

Vickie Wacek 802-557-0111, Vickie@BNIVermont.com

Don't see your town listed? Contact Erin or Vickie and we'll be happy to help!



The Masters BNI Chapter Success Program!

January 27th, 2022

Drive for Five



We are glad to announce the final results of our 2021 Drive For Five
~ **Congratulations to all of our new referral partners throughout Vermont** ~
Thank you to our generous and committed Sponsoring Partners!



Health Coach
Julieta Rushford
Holistic Julieta Consulting



Contractor
Matt Stevers
Oak Hill Construction



Woodworker
Amy Escott
Revel Woodworking



Office Equipment
Ryan Fitzgerald
Exterus Business Furniture



Realtor
Soren Pfeffer
Central Vermont Real Estate

These Professionals have DRIVE!

Essential Oils
Elizabeth Davidson
doTerra



Skin Care
Jillian Bouchard
BeautyCounter



Genealogy & Family History
Bernadette Thompson
Tell Me Our Story



Staffing Agency
Julie Phillips
Working Fields



Financial Coach
Kim Ransom
101 Financial



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.



PJ Pfeifenberger

Life & Disability Insurance

New York Life

Wealth Builders BNI, South Burlington

[LEARN MORE](#)



John Abry

3D Videography

Vermont Virtual Tours

Champlain Connections BNI, Burlington

[LEARN MORE](#)



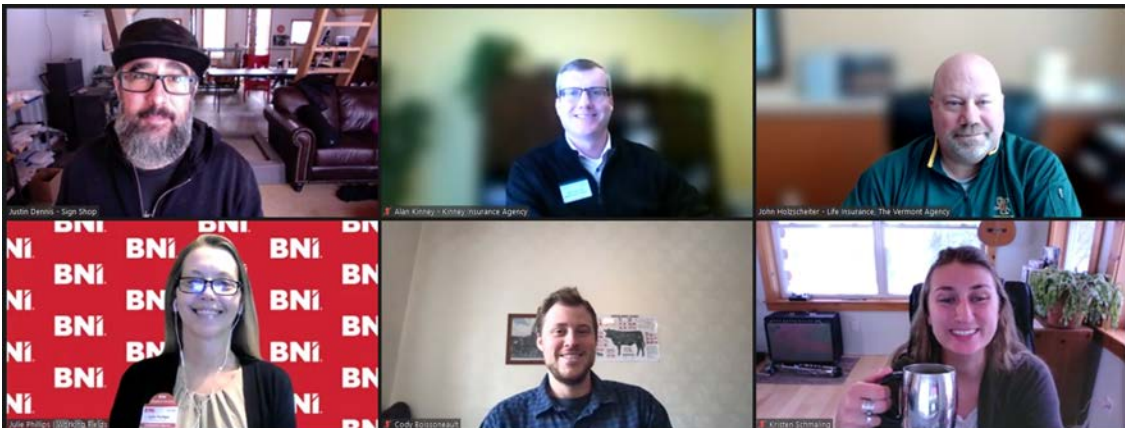
Peter Straub

Property Inspector

Closer Look Home Inspections

Champlain Valley BNI, South Burlington

[LEARN MORE](#)



Prestige BNI Chapter Success Program!
February 8th, 2022

Monthly Achievements



Justin Loati

La Panciata
Crossroads BNI

Nicholas Roop

Commonwealth Financial
Group
Prosperity BNI

**Julieta Rushford
Santiago**

Holistic Julieta
Prosperity BNI

Kim Ransom

101 Financial

Welcome to the 100 Club, Kim 🇺🇸



Justin Loati
Wholesale Baker with



La Panciata
Traditional Italian Bakers

4TH
MONTH!

BNI 100 CLUB



Nicholas Roop
Financial Advisor with



**COMMONWEALTH
FINANCIAL GROUP**

3RD
MONTH!

BNI 100 CLUB



Julieta Rushford
Health Consultant with



HOLISTIC JULIETA
Consulting

12TH
MONTH!

BNI 100 CLUB



Kim Ransom
Financial Coach with

101 Financial

1ST
MONTH!

BNI 100 CLUB

Champlain Connections BNI

6 Months Perfect Attendance

[Catherine Moller](#), Sidepony Boutique
[Corey Hevrin](#), The Vermont Agency
[Rosann Kramer](#), Runway Auto
[Steve Fuchs](#), Healthy Food, Healthy Planet,
Nutrition & Habits Coaching

Renewed Partners

[David Rose](#), Rose Computers

Champlain Valley BNI

6 Months Perfect Attendance

[Michael Languasco](#), Peoples United Bank
[Robert Canceo](#), Robert A. Caneco Architect

Renewed Partners

[Alison Davis](#), Quantum Leap Capital

Crossroads BNI

6 Months Perfect Attendance

[Paul Richardson](#), Storyworkz

New Partners

[Michelle Acciavatti](#), Ending Well

Renewing Partners

[Charlie Goodman](#), Goodman Construction
[Courtney Jarecki](#), Yancey Red

Heart of Vermont BNI

6 Months Perfect Attendance

[Howie Michaelson](#), Sun Catcher Solar
[Larry Gilbert](#), Vermont Security
[Robin Freeman](#), Earle and Freeman PLC
[Soren Pfeffer](#), Central Vermont Real Estate

Integrity BNI

Renewed Partners

[Terry Wetmore](#), Liberty Mutual

Middlebury BNI

6 Months Perfect Attendance

[Chad Hayes](#), Carter Insurance

[Matt Stevers](#), Oak Hill Construction

New Partners

[Jana Jones](#), Sewin' In Vermont

Prosperity BNI

6 Months Perfect Attendance

[Blair Knowles](#), Ridgeline Real Estate

[Jeff Teplitz](#), Academy Mortgage

[Jillian Bouchard](#), BeautyCounter

Queen City BNI

6 Months Perfect Attendance

[Elizabeth Davidson](#), doTerra Essential Oils

[Erin Perrin](#), Academy Mortgage

[Julie Danaher](#), Ridgeline Real Estate

[Lori Bielawa](#), Waggles LLC

Renewed Partners

[Richard Nelson](#), Peachtree Builders

[Janina McCue](#), Red Poppy Cakery

New Partners

[Claire Giroux-Williams](#), Burlington Paint and
Sip Studio

[Emily Brower](#), Emily Brower Life Coaching

Shelburne BNI

The Masters BNI

6 Months Perfect Attendance

[Geoff Garrow](#), Symmytree

[Kate O'Malley](#), JuicePlus+

[Kristy Benoit](#), Balance to Thrive in Wellness

[Steve Hartmann](#), Affiliated Associates

[Sue Gosselin](#), Hall Communications

[Tracy Stolese](#), Shelburne Gift Company

Renewed Partners

[Sue Gosselin](#), Hall Communications

Wealth Builders BNI

6 Months Perfect Attendance

[John Jacob](#), John Jay Entertainment

[Katie Frederick](#), ASC

[PJ Pfeifenberger](#), New York Life

Renewed Partners

[Kristen Mills](#), Ridgeline Real Estate



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