

March 2022 | Volume 9, Issue 3



# Givers Gain<sup>®</sup> Monthly

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## From Our Executive Director

*Springtime is the land awakening. The March winds are the morning yawn. –*  
Lewis Grizzard

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It's incredible to contemplate writing this update to you all – 2 years since our

global Covid shift started! One thing is for sure; I am incredibly grateful that these 2 years of evolution has been side-by-side with you all. I can't imagine what my life would be like right now if I didn't have all of you taking this journey with all of us!

As usual **March is our month of Awards Banquet final preparations**. Today our Welcome Bags team is finalizing collections and will be meeting next week to assemble all of the goodies you'll be getting when you arrive! We're also collecting your Silent Auction donations for the [BNI Foundation](#) where we have raised over \$5,000 for children and education. If you would like to get your business recognized through a contribution to our Welcome Bags or through a Silent Auction donation, please reach out immediately to [Admin@BNIVermont.com](mailto:Admin@BNIVermont.com).

To make this event a success, your attendance is a must! You and your guest can [purchase a ticket by clicking here](#) to enjoy a night out on the town. This annual celebration is wrapped around hours of networking, dancing, music, a photo booth, and great food, not to mention a chance to dust off some beautiful attire and strut your stuff. We look forward to the laughter and joy that being in-person and recognizing our 2021 achievements bring to us all!

And don't forget that the **2022 BNI United States Conference** is just a few weeks away from April 28<sup>th</sup> to the 30<sup>th</sup>! The crème de la crème of small businesses from across the United States turn out for this amazing education and networking opportunity, and we want to encourage you to join the 10 Vermonters who are already attending. Virtual tickets are \$49 and in-person tickets are \$249 and both can be [purchased here](#). And if you're interested in claiming an Expo Booth at this year's conference, those are just \$999 through the same registration link.

Happy Networking!



**Vickie Wacek**  
BNI Vermont  
Executive Director

## Continuing Education

### **Monthly Networking Tip: The Purpose of the Power of One Report**



In contemplating my past I am able to reflect on how I was taught from a young age that data is important. Specifically I'm talking about being held to test scores and grades from the age of 5 to 24 when I finished my masters degree. That attention to data has rightfully carried through my adulthood, helping me set and achieve goals which allow me to balance my household and business budgets, purchase gifts for those I love, and donate to charities and friends in need. That data also allows me to contemplate the actions of my past and how those similar or evolving actions might get me what I want and desire in the future.

I wax poetic on data because it is something we use regularly throughout our marketing efforts in BNi.

However, data is not why I'm in business. It is not what motivates me to take action. It is merely an educator; a tool among many to help me achieve what I want. And that, my friends, is the point of today's Networking Tip!

Our monthly Power of One Report is a powerful indicator of something critically important to our BNi partnership:

**Are we active enough to deserve the results we want?**  
**And are we being effective in those activities to achieve what we want?**

The answer to these questions is why we're in BNi. We put our time and effort

into our chapters because we're here to market ourselves.

This report isn't about the data. It's about the *power* of *one* Referral to change someone's life; the *power* of *one* One-to-One to support your next steps in your business; the *power* of being at *one* weekly BNI Meeting to hear that perfectly timed Weekly Presentation from a fellow BNI partner or visitor. The data of our monthly report isn't about getting a 100 – it's about being active enough in what BNI provides us (weekly meetings, visitors, 121s, referrals, and continuing education) to Gain back what we've Given. When someone achieves the **100 Club** (a perfect 100 in the report) that speaks to a commitment to their and your business and it speaks to their understanding that activity drives results.

So as you endeavor to build joy and success through your BNI partnership, think about the power you hold to achieve what you want and help others achieve what they want. Aim for that 100 not because it's the perfect score, but because the activity behind the data helps you achieve what you desire!

- Vickie Wacek, Executive Director, BNI Vermont

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## 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.

**February 16:** [Episode 745](#): Networking Up, Revised (Classic Podcast)

**February 23:** [Episode 746](#): The Unnatural Promoter

**March 2:** [Episode 747](#): The Power of One Conversation

**March 9:** [Episode 748](#): The Willing Conversation

### 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.

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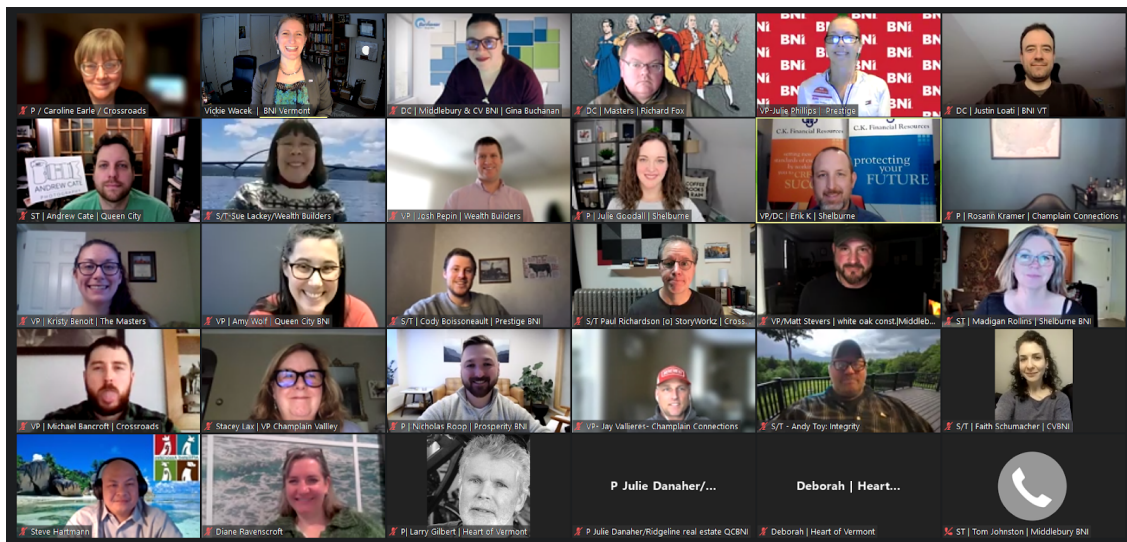
# From the BNI Team



## The Death of the Selfish Mind

By [Erik Kolomaznik](#), BNI Vermont Director  
Consultant

I've noticed a pattern over years of participating in multiple BNI chapters which may be useful to you. We've all felt the disappointment and frustration of a new referral partner suddenly leaving your chapter after spending a year or less with your referral team. This pattern is especially troubling when you like this person, see great business potential, and have invested time and interest in a relationship with them. [READ MORE](#)



Our amazing Leadership Teams attending our quarterly

## Leadership Team Roundtable

on Monday, February 21st!

## 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

### **Vice President & Membership Committee Training** (hosted on Zoom)

Tuesday, March 29th, 2:00pm-5:00pm

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

Tuesday, April 12th, 11:00am-12:30pm

Tuesday, April 26th, 11:00am-12:30pm

### **National Speed Networking** (hosted on Zoom)

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

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

Tuesday, March 29th, 4:00pm-5:00pm

Tuesday, April 5th, 4:00pm-5:00pm

Tuesday, April 12th, 4:00pm-5:00pm

Tuesday, April 19th, 4:00pm-5:00pm

### **Middlebury BNI Chapter Success Program** (hosted on Zoom)

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

### **Champlain Valley BNI Chapter Success Program** (hosted on Zoom)

Tuesday, April 26th, 9:30am-12:30pm

### **Visitors' Days**

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

Prestige BNI (In Person), Tuesday, April 5th, 8:00am-9:30am

Prestige BNI (on Zoom), Tuesday, April 12th, 8:00am-9:30am

### **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  
[Tickets on sale through March 31st!](#)

## Frequently Asked Questions

**What is the Attire?** Formal. Please no jeans or t-shirts.

**What is the Schedule?**

Cocktail Hour from 5:30pm-6:30pm

Dinner from 6:30pm-7:30pm

Awards from 7:30pm-8:15pm

Networking and Dancing from 8:15pm-10:00pm

**What's For Dinner?** We're featuring a buffet with dairy-free, gluten-free, and vegan options.

**Will There Be a Bar?** Yes, a cash bar will be open throughout the evening, sponsored by [The Law Office of Richard J Fox](#) and [Quantum Leap Capital!](#)

**Will There Be Entertainment?** Yes! We'll have a DJ on site all evening, sponsored by [Lakeside Electric](#), as well as an open photobooth, sponsored by [B. Farnum Photography](#).

**What Covid Precautions are Being Taken?**

We are encouraging mask wearing (not required)

Each attendee will choose a sticker to communicate their level of closeness comfort (red = no contact, yellow = handshakes, green = all contact)

Dinner seating has shifted from 10 per table to max 7 per table



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](#)

10 BNI Vermont partners are attending so far. Will you be joining 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://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.

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## Chapter Growth



### 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](mailto:Erin@BNIVermont.com)

**Vickie Wacek** 802-557-0111, [Vickie@BNIVermont.com](mailto:Vickie@BNIVermont.com)

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

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## 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](http://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.



**Ray Morvan**

*Mortgages*

**Movement Mortgage**

Heart of Vermont BNI, Montpelier

[LEARN MORE](#)



**Andrew Toy**

*General Contractor*

**Rob Shea Carpentry**

Integrity BNI, Essex

[LEARN MORE](#)



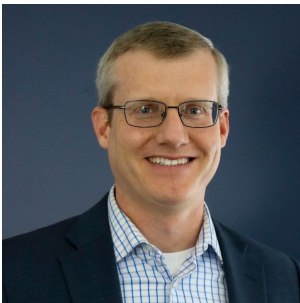
**Chad Hayes**

*Home & Auto Insurance*

**Carter Insurance**

Middlebury BNI, Middlebury

[LEARN MORE](#)



**Alan Kinney**

*Commercial Insurance*

**Kinney Insurance**

Prestige BNI, Saint Albans

[LEARN MORE](#)

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## Monthly Achievements



**Justin Loati**

La Panciata  
Crossroads BNI

**Nicholas Roop**

Commonwealth Financial  
Group  
Prosperity BNI

**Julieta Rushford**

Holistic Julieta  
Prosperity BNI

**Caroline S Earle**

Earle & Freeman PLC  
Crossroads BNI



**Justin Loati**  
Wholesale Baker with



*La Panciata*  
Traditional Italian Bakers

6TH  
MONTH!

**BNI 100 CLUB**



**Nicholas Roop**  
Financial Advisor with



**COMMONWEALTH  
FINANCIAL GROUP**

5TH  
MONTH!

**BNI 100 CLUB**



**Julieta Rushford**  
Health Consultant with



**HOLISTIC JULIETA**  
*Consulting*

13TH  
MONTH!

**BNI 100 CLUB**



**Caroline S Earle**  
Estate Planning Attorney with



**Earle &  
Freeman**

2ND  
MONTH!

**BNI 100 CLUB**

## Champlain Connections BNI

### New Partners

[Sara Shea](#), Lake Point Property Management

### 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

## Champlain Valley BNI

### Renewed Partners

[Darlene LeClair](#), Lakeside Electric

### 6 Months Perfect Attendance

[Brad Conger](#), North County Repair Service

[E. Stacey Lax](#), Coldwell Banker Hickok &  
Boardman

[Jackie Budgor](#), Blue Lotus Cleaning

[Michael Languasco](#), People's United Bank,  
N.A.

[Peter Straube](#), Closer Look Home  
Inspections

[Robert Caneco](#), Robert A Canceo Architect

## Crossroads BNI

### New Partners

[Beth Pombar](#), Keller Williams Realty LLC

### Renewed Partners

[David Gold](#), Edward Jones

### 6 Months Perfect Attendance

[Paul Richardson](#), StoryWorkz Photography

## Heart of Vermont BNI

### Renewed Partners

[Soren Pfeffer](#), Central Vermont Real Estate

[Ray Morvan](#), Movement Mortgage

### 6 Months Perfect Attendance

[Howie Michaelson](#), Sun Catcher

[Larry Gilbert](#), Vermont Security

[Michael Havemeyer](#), Kinney Insurance

[Robin Freeman](#), Earle & Freeman PLC

**Integrity  
BNI**

### **Renewed Partners**

[Ryan Fitzgerald](#), Exterus Business Furniture

**Middlebury  
BNI**

### **New Partners**

[Jennifer Partch Whitehurst](#), JPW

Accounting Services, LLC

[Alice Eckles](#), Alice Eckles Studio

### **6 Months Perfect Attendance**

[Chad Hayes](#), Carter Insurance

[Matt Stevers](#), White Oak Construction

[Thomas Johnston](#), Trees Inc.

**Prestige  
BNI**

### **Renewed Partners**

[Kristen Schmaling](#), Further Up Design

**Prosperity  
BNI**

### **6 Months Perfect Attendance**

[Jillian Bouchard](#), BeautyCounter

### **6 Months Perfect Attendance**

[Andrew Cate](#), Andrew Cate Photography



## Queen City BNI

[Elizabeth Davidson](#), doTerra Essential Oils

[Erin Perrin](#), Academy Mortgage

[Julie Danaher](#), Ridgeline Real Estate

[Lori Bielawa](#), Waggles LLC

[Suzanna Miller](#), Miller Estate Law PLC

## Shelburne BNI

### New Partners

[Jonathan Goffe](#), Vermont Consumer  
Credit Consulting LLC

## The Masters BNI

### 6 Months Perfect Attendance

[Geoff Garrow](#), Symmytree LLC

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

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

[Steve Hartmann](#), Affiliated Associates

[Susan Gosselin](#), WIZN-WBTZ-WJOY-Hall  
Communications, Inc.

## Wealth Builders BNI

### New Partners

[Justin Webster](#), New Roots Design + Build

### 6 Months Perfect Attendance

[John Jacob](#), John Jay Entertainment

[Rick Gomez](#), RVG Electric



**Our mailing address is:**

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PO Box 64737  
Burlington, VT 05406-4737

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