



Givers Gain[®] Monthly

From Our Executive Director

The deep roots never doubt spring will come. – Marty Rubin

Does anyone else get excited about the first signs of spring? I love the winter with its fresh, chill air and bright coats of snow. What I struggle with is that month between the snow and the green things – when everything is quiet and trying to wake up into warmer weather. So *everyone, welcome to spring!*

The crocuses aren't the only thing breaking through the winter calm into the spring energy! 3 of Vermont's BNI chapters are about to head back into full-time in-person weekly meetings, and several others are close on their heels. Many of you reading this article are new to the in-person meeting experience, which means interacting in 3-D with your fellow referral partners. Be patient as you piece together the sometimes subtle nuances of marketing your business with handshakes and body language. Ask for help and insights. Have an amazing

and keep those referrals flowing!

We just completed another successful BNI Vermont Awards Banquet; and this one in person! It was simply joyous to celebrate over 120 awards and recognitions to you and your peers including

Leadership Team Member of the Year

[Julie Goodall](#), Business Consultant and President of Shelburne BNI

Supporting Leadership Team Member of the Year

[Tracy Stolese](#), Corporate & Personal Events Expert and
Event Coordinator and Membership Committee with The Masters BNI

Winner of 5 State Highest Achievement Awards

[Gina Buchanan](#), Virtual Assistant and partner with The Masters BNI

Ambassador of the Year

[Rosann Kramer](#), Auto Collision Expert
and President of Champlain Connections BNI

Director Consultant of the Year

[Erik Kolomaznik](#), Employee Benefits Expert & Vice President of Shelburne BNI

And our State-Wide Givers Gain Award Recipient

[Amy Wolf](#), Financial Advisor and Vice President with Queen City BNI

We're currently confirming the date for our 10th Annual Banquet for April 2023 and will be sure to send that to you once it's locked in. We'll also be sending out the images from the photo booth and the photographer by the end of the month.

Now we've got our eyes set on our summer picnic (tentatively scheduled for Friday, July 29th at Oakledge Park on the Burlington Waterfront) and our annual Chapter Team Transitions which start in June and go through the end of July. Have you marked your calendar for annual in-person Chapter Team Training on Monday and Tuesday, September 12th and 13th? Can't wait to see you all there!

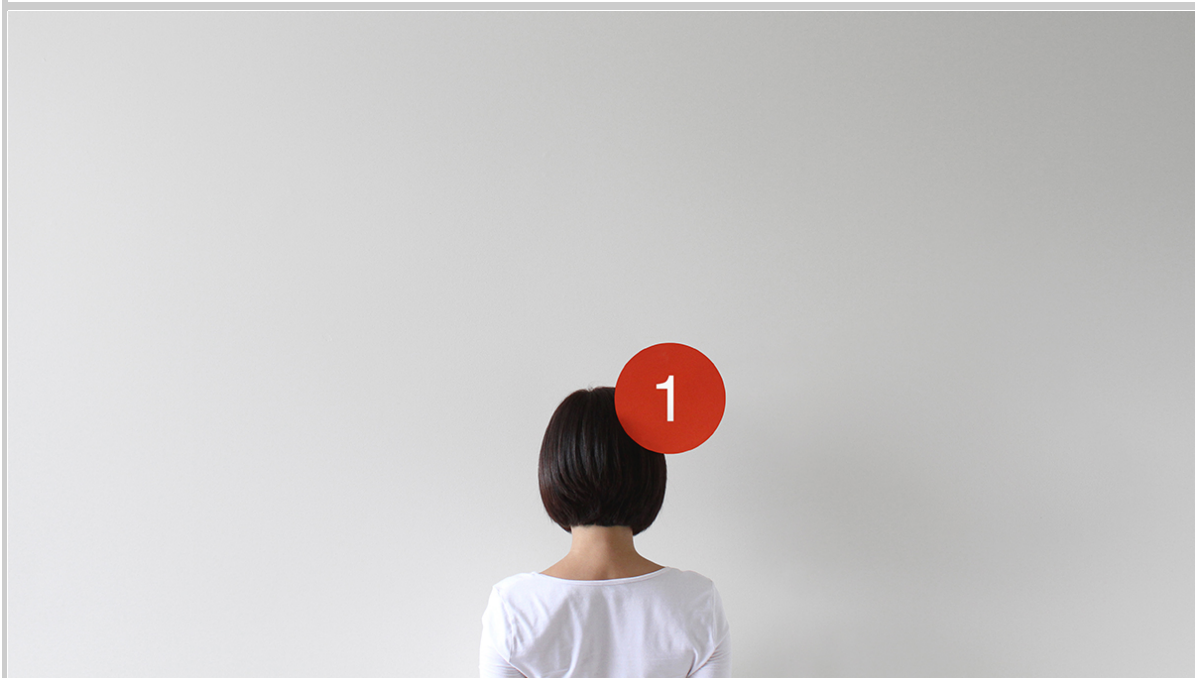
Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip
Say Something
[View on YouTube](#)



It will come as little surprise to you that Relationship Marketing needs a lot of dialogue in order to make it function. The funny thing is that

dialogue is *always* a practice in interpretation.

Why? Because we humans have complex emotions and ideas which we then convert into words. This means that there are constantly two layers of interpretation happening when two people speak; first the filter of the person speaking, then the filter of the person listening. And this means that we are regularly misinterpreting one another. This is normal, and it's why talking with one another day-in and day-out is very important; because it allows us to build layers of understanding.

From time to time a relationship can go awry and two referral partners are now upset at one another. There's usually an assumption of mal-intent, there's commonly a high-stress situation involved (such as an exchange of goods or services), and I'm not surprised to learn in these situations that one or both individuals have more than this problem in their lives at that moment. This is where I commonly find myself being brought into the conversation, and this is where I see this gnarly communication trend come to the fore again and again in BNI: ***the inability to speak up***. One or both individuals tend to be uncomfortable raising their voice to open dialogue, whether *with* the other individual or through a mediator (such as the Membership Committee, our [Member Services Director](#), Ken Keegler, or your Director Consultant).

Upon reflection, I think I've pieced together where this habit of ours originates from. It's our childhood. Many of us were repeatedly instructed not to stare, not to tattle tale, and not to say anything mean. The result is that we haven't learned how to conduct a conversation where the stakes are high, which leaves us in

**a communication void – a place where
we have an important experience that needs to be addressed,
but no tools to express the experience and thereby find a solution.**

So, today's networking tip comes to this:

- Miscommunications and misunderstandings happen
- You're not alone when a miscommunication occurs
- You're not expected to be a communication expert
- And when a relationship goes array ***say something***.

The cure to a relationship gone array is to stay open, be curious, and get support (such as your MC, DC, or our Member Services Director). All

relationships can be healed, as long as the lines of communication are kept open on both sides ♥

- 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.

March 16: [Episode 749](#): How Do You End a Conversation? (Classic Podcast)

March 23: [Episode 750](#): Competing in the New World of Work

March 30: [Episode 751](#): An Intentional One-to-One

April 6: [Episode 752](#): Who to Have a One-to-One With

April 13: [Episode 753](#): You're Going to Need a Bigger Boat

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.

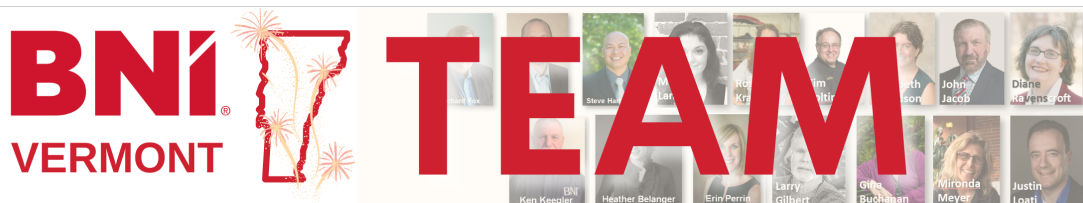
From the BNI Team



Your Business Will Thank You

By [Richard Fox](#), BNI Vermont Director Consultant

This week marks fourteen years since Champlain Connections BNI accepted me as a Referral Partner. I choose my words carefully here, and not merely to embrace the BNI moniker of "Referral Partner". Rather, my use of *accepted* as both... [READ MORE](#)



Interested in being a part of the BNi Vermont Team?

We on the BNi Vermont Team make up of the state's strongest referral partners and we average an 80 on the Power of One Report! We are growing our businesses and using our passion and insight to educate and connect you to one another state-wide.

And we're currently building our volunteer Ambassador team!

If you're interested in information regarding what it means to be a part of our spectacular team, email Vickie@BNiVermont.com. Ambassador Orientation will be hosted in May based on the new professionals we formally invite to the team.



New Member Skills Workshop Graduates

Monday, March 28th, 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, May 23rd, 3:00-5:00pm

What Is BNI? Interest Meetings (hosted on Zoom)

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

Tuesday, May 10th, 11:00am-12:30pm

Tuesday, May 24th, 11:00am-12:30pm

National Speed Networking (hosted on Zoom)

Tuesdays from 4:00pm-5:00pm EST

Integrity BNI Chapter Success Program (hosted on Zoom)

Thursday, May 10th, 10:00am-1:00pm

Champlain Valley BNI Chapter Success Program (hosted on Zoom)

Tuesday, May 17th, 8:30am-11:30am

Visitors' Days (hosted on Zoom)

Wealth Builders BNI, Wednesday, February 9th, 8:15-10:15am

BNI Vermont Leadership Team Roundtable (hosted on Zoom)

Monday, May 16th, 2:00pm-5:00pm



9th Annual BNI Vermont Awards Banquet

Images from this year's event will be emailed out by the end of the month.

Stay tuned for the announcement of our
10th Annual BNI Vermont Awards Banquet in 2023!



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



NEW MEMBER SKILLS WORKSHOP

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

[May 23](#) · 3:00 – 5:00 pm

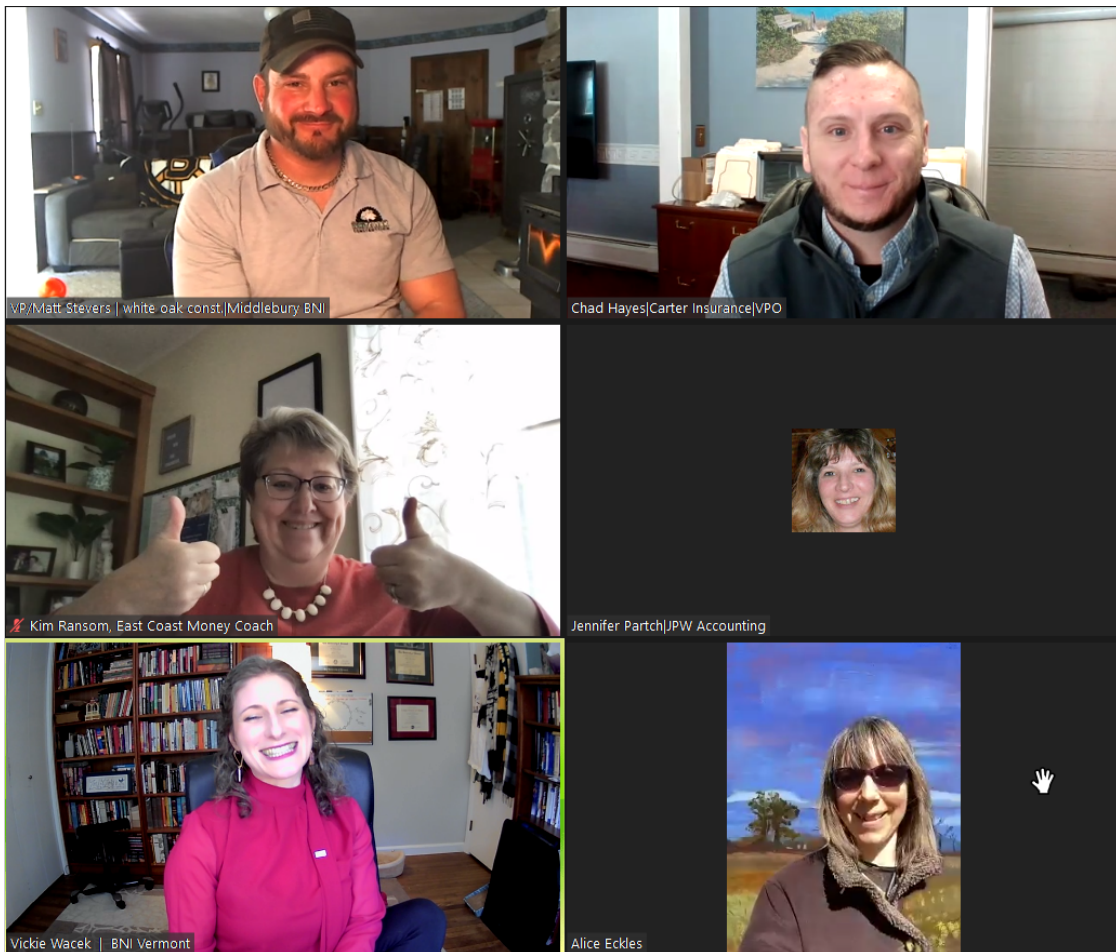
[July 18](#) · 3:00 – 5:00 pm

Hosted virtually on Zoom - links are emailed to all pre-registered attendees



CHAPTER SUCCESS PROGRAM

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.



Chapter Success Program with Middlebury BNI

Monday, March 23rd, 2022



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!



<p>Town</p> <p>Northeast Kingdom (NEK)</p> <p>Online-Only</p> <p>Lamoille County</p> <p>Brattleboro</p> <p>Rutland</p>	<p>Who to Contact</p> <p>Erin Perrin</p> <p>Vickie Wacek</p> <p>Launching in May 2022!</p> <p>Vickie Wacek</p> <p>Vickie Wacek</p>
<p>Contact Chapter Launch Directors</p> <p>Erin Perrin 802-871-5965, Erin@BNIVermont.com</p> <p>Vickie Wacek 802-557-0111, Vickie@BNIVermont.com</p> <p>Don't see your town listed? Contact Erin or Vickie and we'll be happy to help!</p>	
<p>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!</p> <p>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!</p>	
<p> Partner Recognition </p>	
<p>BNI Partner Profile of the Week</p>	
<p>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.</p>	
	<p>Mary Capparuccini <i>Life & Disability Insurance</i> New York Life Prosperity BNI, Williston</p>



[LEARN MORE](#)



Julie Dananer
Residential Real Estate Agent
Ridgeline Real Estate
Queen City BNI, Burlington
[LEARN MORE](#)



Julie Goodall
Business Consultant
Genesis Consulting
Shelburne BNI, Shelburne
[LEARN MORE](#)



Kate O'Malley
Nutrition
Juice Plus+
The Masters BNI, Colchester
[LEARN MORE](#)

Monthly Achievements





Mollie Lannen
Printing Expert with



45TH
MONTH!

BNI 100 CLUB



Julie Danaher
Residential Realtor with



1ST
MONTH!

BNI 100 CLUB

Mollie Lannen

Printer

CW Creative
Queen City BNI

🎉 45th Month! 🎉

Julie Danaher

Residential Realtor

Ridgeline Real Estate
Queen City BNI

🎉 1st Month! 🎉

**Champlain
Connections
BNI**

Renewed Partners

Angela Zaikowski, Bennett & Zaikowski P.C.

6 Months Perfect Attendance

Caroline Matte, Caroline Matte – Creative Services

Catherine Moller, SidePony Boutique

Corey Hevrin, The Vermont Agency

Jay Vallieres, Movement Mortgage

Mironda Meyer, Mironda's House of Wellness and Fitness

Rosann Kramer, Runway Auto

Steve Fuchs, Steve Fuchs Health Coaching

Champlain Valley BNI

New Partners

[Kelsey Chitester](#), NBT Bank

6 Months Perfect Attendance

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

[Darlene LeClair](#), Lakeside Electric

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

[Jackie Budgor](#), Blue Lotus Cleaning

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

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

[Robert Caneco](#), Robert A. Caneco, R.A.

Crossroads BNI

Renewed Partners

[Timothy Boltin](#), Delicate Decadence

[Brittany LaBerge](#), Martin Delaney & Ricci Law Group

6 Months Perfect Attendance

[Caroline S. Earle](#), Earle & Freeman PLC

[Justin Loati](#), La Panciata

[Michael Bancroft](#), Paige & Campbell

Heart of Vermont BNI

6 Months Perfect Attendance

[Deborah Phillips](#), The World

[Howie Michaelson](#), Sun Catcher LLC

[Michael Havemeyer](#), Kinney Pike Insurance

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

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

Integrity BNI

Renewed Partners

[Lance Garrett](#), Garrett's Properties, LLC

Middlebury BNI

6 Months Perfect Attendance

[Chad Hayes](#), Carter Insurance

[Kim Ransom](#), 101 Financial

[Matt Stevers](#), White Oak Construction

Prosperity BNI

New Partners

[Ash St. Gelais](#), Fusion Property
Management

6 Months Perfect Attendance

[Blair Knowles](#), Ridgeline Real Estate

[Dijana Downing](#), Community Bank

[Jillian Bouchard](#), BeautyCounter

[Julieta Rushford Santiago](#), Holistic Julieta

Queen City BNI

New Partners

[Tyler Patulski](#), Burlington Telecom

[Brittany Winfield](#), The Winfield Creative

[Jay Cummings](#), Peoples Trust Company

Renewed Partners

[Michael Hecht](#), Torque Media

[Dan Emmons](#), FastSigns of Burligton

6 Months Perfect Attendance

[Andrew Cate](#), Andrew Cate Photography

[Erin Perrin](#), Academy Mortgage

[Janina McCue](#), Red Poppy Cakery

[Josh Howell](#), Summit Chiropractic

[Julie Danaher](#), Ridgeline Real Estate

[Lori Bielawa](#), Waggles LLC

New Partners

[Lucian Benway](#), Lima Bravo Handyman
Services

Renewed Partners

[Melanie Severo](#), Sun & Moon Acupuncture

Shelburne BNI

The Masters BNI

6 Months Perfect Attendance

[Geoff Garrow](#), Symmytree, LLC

[John Kell](#), Kell & Company

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

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

Wealth Builders BNI

Renewed Partners

[Katie Paquette](#), Moments by Kate

6 Months Perfect Attendance

[John Jacob](#), John J Entertainment

[Rick Gomez](#), RVG Electric

[Susan Lackey](#), Perfect Image Fashions



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