



# Givers Gain<sup>®</sup> Monthly

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## From Our Executive Director

*Everyone wants to live at the top of the mountain, but all of the happiness and growth occurs while you're climbing it. – Andy Rooney*

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Happy May, everyone!

This might be the hottest May we've had in years and my garden thanks the weather! We're all very likely taking advantage of it as well ☺

Here at the BNI Vermont Regional Office, we're wonderfully busy on a number of large projects to support your evolution and success!

First on the docket - annual Leadership Team Transitions ♥ Each year our BNI teams work together to choose who will have the prestige of leading a section of our referral team's success. By the end of June your 2022-2032 President, Vice President, and Secretary/Treasurers will be confirmed, and by mid-July, all of your Supporting roles will be confirmed. Remember to [submit your Confirmation Form](#) once you have confirmed your incoming role so that we can get you registered for [Chapter Team Training](#) on September 12th or 13th at the DoubleTree by Hilton in Burlington, VT.

Next on the docket we are excited to host a couple of regional events: Our first annual **Gold Club and Rainmaker Celebration!** We'll be celebrating 21 of Vermont's strongest referral partners on Friday, June 10th for a private mixer. These amazing individuals have sponsored over 148 new partners into our referral teams, and generated a combined total of over \$20 million in

TYFCB!

And next is our annual [BNI Vermont Summer Picnic](#), locked in for Friday, July 29th from 4:30pm to dark at Oakledge Park on the Burlington Waterfront. This is a free event for all BNI partners and their families. BNI Vermont will provide grillables, water, and plates/plasticware/napkins - you bring the yard games, sides, and desserts! Please register so that we know how much to bring for the grill!

And lastly, we are gearing up for annual [Chapter Team Training](#), which will be in person for the first time since 2019! We'll be inviting Advertisers for the event in the coming months, and selecting our specialized Trainers in June and July. Similar to the annual awards banquet, I'm getting psyched up to be with you all in person in September!

Happy Networking!



**Vickie Wacek**  
BNI Vermont  
Executive Director

## Continuing Education

Monthly Networking Tip:

### The Power of a Phone Call

[Watch this on YouTube!](#)



In a recent conversation with a BNI partner, I found myself saying something for the first time...

**Emails are for exchanging information.**

**Phone/Zoom/In-Person is for building relationships.**

And upon further consideration, I realized not only the reality of that statement, but the *impact* of that statement. This all drills down the importance of our [Building Relationships Core Value](#) and the choices we can make to build trust, joy, and referrals.

Today I want to take this topic in the direction of one of the most powerful tools we have in BNI – our Membership Committee. It's incredible the power that this group of your peers has to build and strengthen relationships through their actions around Substitutes and Absences. Take this journey with me...

*#StoryTime* Let's say one your partners is absent. Maybe you even know why they're absent without a substitute (e.g. they are suddenly sick, or their substitute fell through at the last minute). When the meeting is over, a referral partner from the Membership Committee calls that absent partner. During that call, they let the partner know who won the Best Weekly Presentation, they tell them about the visitors and substitutes that were in attendance, and they explain the Feature Presentation and encourage the individual to have a 121 with the presenter. If the person was absent due to something sudden, they inquire as to that individual's health, and offer support. *In short, they treat the absent partner as if they are important, as if they matter, and they offer positive support.*

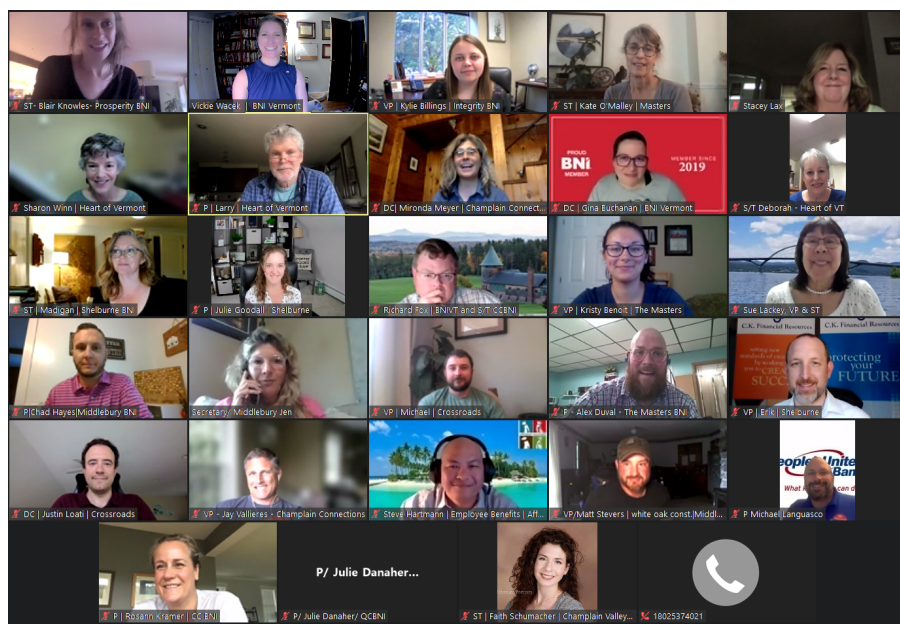
This kind of action, a short phone call, is the kind of thing that a strong referral team does every week of the year. They do it because they know that absences happen, and because they want every partner to know that they matter. They don't do this via email because they're already learned that emails are for exchanging information, not for building relationships. They've also learned (the hard way) that the automated Absence Emails from BNI Connect are important and professional, and without a phone call can result in the recipient feeling unsupported.

Today's networking tip isn't just for calling Absent partners. Imagine the way an entire referral team would feel if the Membership Committee made calls to

anyone who had a Substitute, or was Late or Left early? When these calls are made from the perspective of “We Care”, “You Matter”, and “How Can We Help”, you end up strengthening relationships and thereby increasing referral generation!

Your chapter is stronger when your Membership Committee really practices the power of a phone call ♥

- Vickie Wacek, Executive Director, BNI Vermont



Our quarterly Leadership Team Roundtable  
Hosted on Zoom, Monday, May 16th!

## Podcasts

Each Wednesday, BNI Founder, Dr. Ivan Misner posts a Podcast featuring tips on Word-of-Mouth Networking  
**BNI Headquarters & Dr. Ivan Misner, Ph.D.**  
**Remember to log your CEUs on BNI Connect**  
1 Podcast = 1 CEU

April 20: [Episode 754](#): I Want Referrals, and I Want Them NOW! (Classic Podcast)

April 27: [Episode 755](#): Becoming Change Proof

May 4: [Episode 756](#): BNI's International Board of Advisors

May 11: [Episode 757](#): The View from Your Windshield

May 18: [Episode 758](#): Innovation vs. Repetition (Classic Podcast)

## 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



### Cheerleader Culture

By Amanda Starr, BNI Vermont Ambassador

**I love, love, love to network!** Meeting new people with the intent of seeking and finding connection is my JAM and it truly brings me JOY! I love making fast friends with new referral partners throughout BNI Vermont and beyond. These relationships have brought prosperity into my business and have given rise to many opportunities... [READ MORE](#)

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## 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; no charge)

Monday, July 18th, 3:00pm to 5:00pm

**What Is BNI? Interest Meetings** (hosted on Zoom; no charge)

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

Tuesday, June 14th, 11:00am-12:30pm

Tuesday, June 28th, 11:00am-12:30pm

**National Speed Networking** (hosted on Zoom; no charge)

Tuesday, May 31st, 4:00pm-5:00pm

Tuesday, June 7th, 4:00pm-5:00pm

Tuesday, June 14th, 4:00pm-5:00pm

**Northeast Kingdom BNI Mixer** (hosted in-person; no charge)

Wednesday, June 15th, 9:00am to 10:30am

**Queen City BNI Chapter Success Program** (hosted in-person; no charge)

Wednesday, June 29th, 8:00am-11:00am

**Visitors' Days** (hosted on Zoom; no charge)

The Masters BNI, Thursday, May 26th, 8:00-9:30am

**Gold Club and Rainmaker Celebration** (hosted in-person, invite only; no charge)

Friday, June 10th, 5:00pm to 8:00pm

**BNI Vermont Summer Picnic** (in-person, Burlington's Oakledge Park; no charge)

Friday, July 29th, 4:30pm to Dark

**BNI Vermont Leadership Team Roundtable** (hosted in-person; no charge)

Monday, August 15th, 2:00pm-5:00pm

**BNI Vermont Chapter Business Plan Workshop** (hosted on Zoom; no charge)

Tuesday, August 30th, 12:00pm-3:00pm



**BNI has announced the 2022 Global Convention!**

This year's event will be hosted in Singapore, November 16th to the 19th.

Early Bird Pricing of \$49 virtual and \$349 in-person will be available until July 3rd.

[Click here to check it out and claim your ticket now!](#)



**Mark Your Calendars and Join Us in 2023!**

[Tickets are on sale now!](#)



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 [BNI Business Builder.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

[July 18th](#) • 3:00pm - 5:00pm

[September 26th](#) • 3:00pm - 5:00pm

[November 21st](#) • 3:00pm - 5:00pm

All workshops are live and hosted on Zoom

*Pre registered attendees will receive the Zoom link and workbook the morning of the event*



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.



Annual Chapter Success Program with Champlain Valley BNI!

Tuesday, May 17th, 2022

## Updates from the 2022 BNI US National Conference

10 BNI Vermont referral partners made the trek in-person or virtually to our annual conference, and here are some of the take-aways to help you in your own networking efforts!

- **Body Language IS Communication!**

We enjoyed an amazing presentation by body language expert, Linda Clemons. Check out this [5 minute YouTube](#) for a few of her most powerful insights into communication!

- **Whos' In Your Room?**

We also heard an amazing presentation by BNI's Founder, Dr. Ivan Misner, about who you choose to surround yourself with and the power of having and being a Mentor!

**"When you're a mentor, you become better at what you do!  
It's a win-win!" - Dr. Ivan Misner**



## 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

### Who to Contact

Erin Perrin  
Vickie Wacek

**Brattleboro**  
**Lamoille County**

Vickie Wacek  
Vickie Wacek

**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 month we feature four BNI Vermont Partners for their completed public profiles! 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.



**Susan Lackey**

*Image Consultant*

**Perfect Image Fashions**

Wealth Builders BNI, South Burlington

[LEARN MORE](#)



**Julia Scott**

*Digital Marketing*

**JScott Marketing**

Champlain Connections BNI, Burlington

[LEARN MORE](#)



**Travis Spencer**

*Business Insurance*

**Kinney Insurance**

Champlain Valley BNI, South Burlington

[LEARN MORE](#)

**Justin Loati**

*Wholesale Baker*



**La Panciata**  
Crossroads BNI, Berlin  
[LEARN MORE](#)



**Robin Freeman**  
*Real Estate Law*  
**Earle and Freeman Law, PLC**  
Heart of Vermont BNI, Montpelier  
[LEARN MORE](#)

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## Monthly Achievements



### **Mollie Lannen**

CW Creative  
Printer  
Queen City BNI

### **Dr. Julieta Rushford Santiago**

Holistic Julieta  
Holistic Doctor  
Prosperity BNI

### **Justin Loati**

La Panciata  
Wholesale Baker  
Crossroads BNI





**Mollie Lannen**  
Printing Expert with



46TH  
MONTH!

**BNI 100 CLUB**



**Julieta Rushford**  
Health Consultant with



10TH  
MONTH!

**BNI 100 CLUB**



**Justin Loati**  
Wholesale Baker with



7TH  
MONTH!

**BNI 100 CLUB**



**Julie Danaher**  
Residential Realtor with



1ST  
MONTH!

**BNI 100 CLUB**

## **Julie Danaher**

Ridgeline Real Estate  
Residential Realtor  
Queen City BNI

**Champlain  
Connections  
BNI**

### **New Partners**

**Tyler Combs**, The Vermont Agency  
**Gillian Dixon**, Gillian Dixon Nutrition  
**Kathryn Dersch**, Kathryn Dersch Tutoring  
**Jenn Adams**, Studio 2N Photography

**6 Months Perfect Attendance**

[Catherine Moller](#), SidePony Boutique  
[Jay Vallieres](#), Movement Mortgage  
[Mironda Meyer](#), Mironda's House of  
Wellness and Fitness  
[Richard Fox](#), Law Office of Richard J. Fox  
PLLC  
[Rosann Kramer](#), Runway Auto  
[Steve Fuchs](#), Steve Fuchs Health Coaching

## Champlain Valley BNI

### 6 Months Perfect Attendance

[Brad Conger](#), North County Repair Service  
[Darlene LeClair](#), Lakeside Electric Inc.  
[E. Stacey Lax](#), Coldwell Banker Hickok and  
Boardman Realty  
[Jackie Budgor](#), Blue Lotus Cleaning  
[Michael Languasco](#), People's United Bank  
N.A.  
[Peter Straube](#), Closer Look Home Inspection  
[Robert Caneco](#), Robert A. Caneco, R. A.

## Crossroads BNI

### Renewed Partners

[Julie Brown](#), Green Home Solutions

### 6 Months Perfect Attendance

[Caroline S. Earle](#), Earle & Freeman, PLC  
[David Gold](#), Edward Jones  
[Justin Loati](#), La Panciata  
[Michael Bancroft](#), Paige & Campbell, Inc

## Heart of Vermont BNI

### New Partners

[Sarah Clifford](#), Rich Jones State Farm

### Renewed Partners

[Howie Michaelson](#), Sun Catcher LLC

### 6 Months Perfect Attendance

[Deborah Phillips](#), The World  
[Howie Michaelson](#), Sun Catcher LLC  
[Michael Havemeyer](#), Kinney Pike Insurance  
[Robin Freeman](#), Earle & Freeman PLC

## Integrity BNI

### New Partners

[Kelly Keefe](#), Key Bank

## Middlebury BNI

### New Partners

[Cassandra Ellison](#), New England Federal  
Credit Union

### Renewed Partners

[Mike Quinlan](#), Clover Ridge Media

### 6 Months Perfect Attendance

[Chad Hayes](#), Carter Insurance

[Kim Ransom](#), East Cost Money Coach

[Matt Stevers](#), White Oak Construction

## Prestige BNI

### New Partners

[Nathan Wolfe](#), Edward Jones

## Prosperity BNI

### New Partners

[Katie Delp](#), The Animal Collective

### 6 Months Perfect Attendance

[Blair Knowles](#), Ridgeline Real Estate

[Dijana Downing](#), Community Bank

[Jillian Bouchard](#), BeautyCounter

[Julieta Rushford Santiago](#), Holistic Julieta  
Consulting

## Queen City BNI

### New Partners

[Cora Kreischer](#), Walk In The Garden  
Nutrition

[Andy Skypack](#), Kinney Insurance

### 6 Months Perfect Attendance

[Janina McCue](#), Red Poppy Cakery

[Josh Howell](#), Summit Chiropractic

[Julie Danaher](#), Ridgeline Real Estate

[Lori Bielawa](#), Waggles LLC

## Shelburne BNI

### Renewed Partners

[Julie Thorpe](#), Spruce Mortgage

[Bernadette Thompson](#), Tell Me Our Story

### 6 Months Perfect Attendance

[Julie Goodall](#), Genesis Consulting

### New Partners

[Chris Swasey](#), Lewis Creek Builders

## The Masters BNI

### Renewed Partners

[Alex Duval](#), Wendell's Furniture

### 6 Months Perfect Attendance

[Kate O'Malley](#), Juice Plus

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

## Wealth Builders BNI

### 6 Months Perfect Attendance

[John Jacob](#), John Jay Entertainment

[Rick Gomez](#), RVG Electrical Services LLC



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