



Givers Gain[®] Monthly

From Our Executive Director

A leader is best when people barely know they exist, when their work is done, their aim is fulfilled, people will say: we did it ourselves. – Lao Tzu

Happy June, all! I hope the start to your (soon to be) summer is absolutely amazing! And Happy early Father's Day to all of the dads out there!

Here are some updates on the BNI Vermont front for you all ☺

The BNI Vermont Team is currently working on bringing workshops back to Vermont! Many of you will remember the incredible success of The Business Experience courses that we offered which helped you with public speaking, positive mindset, business planning, and attending mixers. We're discussing which workshops made the biggest impact for your businesses, and finding trainers for each one. So stay tuned and keep an eye on the BNI Vermont Calendar and your chapter's Event Coordinator for updates.

The [BNI Vermont Team](#) is GROWING! Stay tuned next month for introductions to these amazing professionals who are coming on board to help you build your business through Givers Gain!

We also are busy supporting all of your referral teams through the process of confirming the leaders of your chapter for the 2022-2023 term! Lots of amazing discussions are happening, thanks to the feedback provided through your Recommendations Forms. A note to all of you out there that all BNI Vermont partners need to submit their [Confirmation Form](#) by July 22nd, once you know

which leadership role you'll be using to build your reputation and credibility next term.

Speaking of - [Chapter Team Training](#) is right around the corner! Sessions will be offered on Monday and Tuesday, September 12th and 13th, in-person at the DoubleTree by Hilton in Burlington Vermont. Please mark your calendars so that you can attend one of the 3-5 hour sessions one of those two days. You'll choose your session when you submit your Confirmation Form.

And lastly, our [annual Summer Picnic](#) is almost here! We've sent invites to BNI Maine, BNI New Hampshire, and BNI Upstate New York. Bring your family and pot luck and join us on Friday, July 29th from 4:30-dark at Oakledge Park on the Burlington waterfront. All are welcome! ([Register here](#))

Happy Networking!

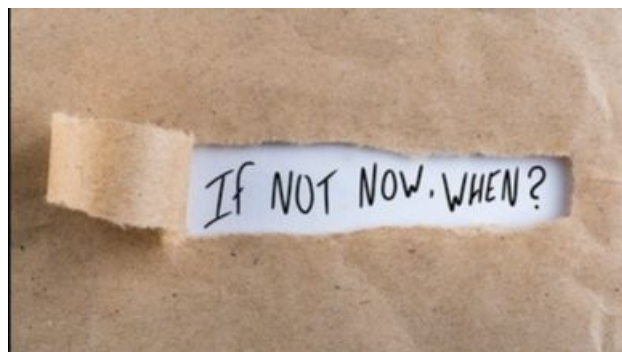


Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip **What Does It Mean to be Proactive?**

[Watch and listen to this on YouTube](#)



A lot of marketing is made up of wishing and hoping – wishing that the presentation you gave results in business; hoping that the business cards you handed out at an event results in a phone call.

Being part of a BNI referral team can feel the same way. And when we consider the potential of a BNI chapter, (what might call a “perfect” BNI chapter) wishing and hoping never happens. Why? Because the perfect BNI chapter is made up of an entire team of professionals who don’t wait to generate referrals; they *proactively* generate referrals.

But what does it mean to be proactive in a referral environment?

Proactive: *adjective* - creating or controlling a situation by causing something to happen rather than responding to it after it has happened.

In the case of our referral teams, it means that each of us is taking responsibility to give. At the bare minimum, we set our goal at giving 1 referral per week. And for our partners who are newer, or are reading this and having a [lightbulb moment](#) about their responsibility to give, it means digging into the following three activities so that you become a proactive referral partner.

First, use one another’s services. Now let’s be clear – we are not in BNI to sell to one another. This tip is solely focused around taking the time to learn how a fellow professional practices their craft. This first-hand experience will allow you to create your own narrative about what they do, and will give you stronger tools to refer them.

Second, ask for first-hand accounts of using someone else’s services. If you’re not able to use a fellow partner’s products or services, seek out other BNI partners who have, and absorb their story. Stories are the way humans communicate and build relationships. And when you’re ready to become a proactive referral partner, having stories to share with prospective clients will play a powerful role in the quantity and quality of referrals that you give.

And third, be intentional. For those of us who have studied eastern movement arts, such as Tai Chi, Karate, or Qi Gong (to name only a handful), we know the critical role that *being intentional* plays. Our minds must be focused; undistracted. In referral generation, it means avidly listening when each partner is giving their Weekly and Feature Presentation, committing attention to every 121 partner, asking lots of questions, and taking lots of notes.

When these actions are combined and repeated, we set ourselves up for success. And when our entire BNI team practices these things, we all benefit from referrals and more! Also, being proactive can be especially important for professions that have had to deal with the efforts of the media or the actions of other people in their field to harm the reputation of their industry, such as financial experts, contractors, and attorneys.

So, are you ready to step up your proactive actions and become the best referral partner you can be?

- Vickie Wacek, Executive Director, BNI Vermont

Podcasts



BNI Headquarters & Dr. Ivan Misner, Ph.D.

Remember to log your CEUs on BNI Connect

1 Podcast = 1 CEU

Each Wednesday, BNI Founder, Dr. Ivan Misner posts a Podcast featuring tips on Word-of-Mouth Networking.

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

May 25: [Episode 759](#): What to Do When Things Go Wrong

June 1: [Episode 760](#): Get Specific About What You Do

June 8: [Episode 761](#): Three Steps to Receiving a Roomful of Referrals

June 15: [Episode 762](#): Soft Skills Make Strong Networks (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



Customer Fatigue

By [Diane Ravenscroft](#), BNI Vermont Ambassador

Have you ever met a prospect and your gut said *handle with care*? If you have long-term business dealings with clients, you may experience customer fatigue. It is vital to your self-care and wellbeing to add ideal clients to your portfolio, who really are ideal. [READ MORE](#)

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, July 18th, 3:00-5:00pm

BNI Connect Deep Dive (hosted on Zoom)

Thursday, June 15th, 12:00-1:00pm

Thursday, June 22nd, 12:00-1:00pm

Thursday, June 29th, 12:00-1:00pm

Thursday, July 6th, 12:00-1:00pm

Thursday, July 13th, 12:00-1:00pm

What Is BNI? Interest Meetings (hosted on Zoom)

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

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

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

National Speed Networking (hosted on Zoom)

Tuesday, June 28th, 4:00-5:00pm

Queen City BNI Chapter Success Program (hosted at BCA City Arts)

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

Annual BNI Vermont Summer Picnic (Burlington's Oakledge Park)

Friday, July 29th, 4:30pm-dark

BNI Vermont Leadership Team Roundtable (hosted at Richmond Free Library)

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



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!](#)



Join us for our annual Summer Picnic on the Burlington Vermont waterfront! Friday, July 29th from 4:30pm to dark. Bring your family, bring your pets on leashes, bring your lawn games, and bring a pot luck to share. BNI Vermont will turn up the heat and provide grillables (vegetarian and meat), as well as water, plates, napkins, and plasticware. **See you there!**



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

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.



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

Brattleboro

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!



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.



Tim Monty
Financial Advisor
Financial Professional Associates
Integrity BNI, Essex
[LEARN MORE](#)



Matt Stevers
General Contractor
White Oak Construction
Middlebury BNI, Middlebury
[LEARN MORE](#)



Nicole Broderick
Residential Realtor
Coldwell Banker Hickok & Boardman
Prestige BNI, Saint Albans
[LEARN MORE](#)



Ash St. Gelais
Property Manager
Fusion Property Management
Prosperity BNI, Williston
[LEARN MORE](#)

Monthly Achievements

BNI
VERMONT



100 CLUB

Perfect Score of 100 in the
Power of One Report



Justin Loati
Wholesale Baker with



Justin Loati

La Panciata
Wholesale Baker
Crossroads BNI

Champlain Connections BNI

New Partners

Matt Jordan, Small Business Tax and
Accounting

Renewed Partners

Nicholas Martin, Burlington Telecom

Caroline Matte, Caroline Matte Creative
Services

Corey Hevrin, The Vermont Agency

6 Months Perfect Attendance

Catherine Moller, SidePony Boutique

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

New Partners

Lukas Kaiser, Muse Graphics

Renewed Partners

Robert Caneco, Robert A. Caneco Architect

Champlain Valley BNI

[Tierata Ambo](#), Joe's Crew - You Name It, We Clean It

6 Months Perfect Attendance

[Alison Davis](#), Quantum Leap Capital

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

[Darlene LeClair](#), Lakeside Electric Inc.

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

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

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

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

Crossroads BNI

New Partners

[Sharidan Gray-Jones](#), Margaret Holland Inn

Renewed Partners

[Justin Loati](#), La Panciata

6 Months Perfect Attendance

[Justin Loati](#), La Panciata

Heart of Vermont BNI

6 Months Perfect Attendance

[Deborah Phillips](#), The World

[Howie Michaelson](#), Sun Catcher LLC

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

Integrity BNI

Middlebury BNI

6 Months Perfect Attendance

[Chad Hayes](#), Carter Insurance

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

6 Months Perfect Attendance

[Alan Kinney](#), Kinney Insurance

Prestige BNI

Prosperity BNI

6 Months Perfect Attendance

[Blair Knowles](#), Ridgeline Real Estate

[Dijana Downing](#), Community Bank

Queen City BNI

6 Months Perfect Attendance

[Heather Belanger](#), Lacillade's Home Design Center

[Julie Danaher](#), Ridgeline Real Estate

[Lori Bielawa](#), Waggles, LLC

Shelburne BNI

Renewed Partners

[Jeremy Baldwin](#), Jeremy Baldwin Photography

[Julie Gaboriault](#), Coldwell Banker Hickok & Boardman Realty

[Gillian Franks](#), Feldenkrais with Gillian Franks

6 Months Perfect Attendance

[Adrian Bannister](#), Impact Marketing

[Erik Kolomaznik](#), CK Financial Resources

The Masters BNI

New Partners

[Zachary Dunn](#), Painting With Purpose

Renewed Partners

[Jack Kell](#), Kell and Company

[Cory Irish](#), Prop Ready

6 Months Perfect Attendance

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

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

6 Months Perfect Attendance

[John Jacob](#), John Jay Entertainment

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

**Wealth
Builders BNI**



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