



# Givers Gain<sup>®</sup> Monthly

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## From Our Executive Director

*Choose a job that you love and you will never have to work a day in your life. –  
Confucius*

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Happy July everyone! I hope that this month's newsletter finds you all enjoying some much earned rest and relaxation, some long days in the beautiful weather, and a lot of amazing referral success among you and your BNI peers!

We're heading into the finish line of our annual Leadership and Supporting Leadership Team Transitions, which means that we're

- putting the finishing touches on your 2022-2023 manuals,
- arranging for a big Business Plan Workshop specifically for your incoming Presidents, Vice Presidents, and Secretary/Treasurers, and
- planning for our first in-person Chapter Team Training since 2019!

This time of year is so exciting as we recognize the outstanding efforts of your current team and gear up your incoming roles so that each and every one of you gets to participate in chapter roles that build your business acumen and increase the strength and productivity of your referral relationships.

We're also looking forward towards our annual July 29th Summer Picnic on the Burlington waterfront! If you haven't registered to attend, scroll down to our events calendar and hold your seat today. Remember, we love having your family join us, and please bring a potluck to share. BNI Vermont will be in charge of the grillables.

BNI Vermont is also gearing up for our annual Drive For Five campaign that runs from September 1st to December 31st. For our newer partners, you'll be gifted with a \$40 gift certificate for every new referral partner that you sponsor between those dates. And we'll be recognizing our growing Vermont referral teams who add 5 or more new partners in between those dates. Best of luck to all of you as you celebrate your amazing growth!

Have a spectacular rest of your July and Happy Networking!



**Vickie Wacek**  
BNI Vermont  
Executive Director

## Continuing Education

### Monthly Networking Tip **Leadership Makes Me Money**



Relationship Marketing... it's a very different animal amongst the zoo of marketing options we have in our business lives. What separates it so much is

that it relies heavily on the quality and quantity of our relationships, and the actions which build those relationships. And all told, our actions build confidence,

...with enough confidence we earn trust,  
... and with enough trust we earn referrals.

This means that what we do each day gives us the momentum we need to get positive marketing results in BNI; that the fastest way to build confidence, trust, and referrals is by doing anything that draws positive attention to ourselves. However, we've all learned through experience that bragging about our business hurts us. It comes off as self-centered and salesy. It's only when someone else talks us up that we're more likely to get the customer.

So if using our own voice to talk about ourselves isn't a worthy relationship-building tool, what is? What tool do we have available which allows us to put actions into relationship-building results without coming off wrong? The answer is – leadership!

Being a great leader allows each of us an opportunity to practice and show our skills, commitment, and attention to detail over and over again. And taking on leadership in our referral teams is a #GiversGain way of being true to our businesses and to our fellow partners who rely on us. Remember that in relationship marketing that people rely on us as much as we rely on them!

But what qualifies as a leader in BNI? Is it just the President of the chapter? The clear answer is no! Any partner in a team who takes charge of something impactful and results-oriented within their chapters' activities is a leader. We've seen time and again where Education Coordinators, Membership Committee members, and Event Coordinators have drastically built their referral marketing results by stepping up and being a true leader in their chapter role. Take for example a Visitor Host to enthusiastically shows up early to set up the Zoom or meeting venue, greets visitors reliably and with good intention, and follows up every week with each of them. We can't help but be appreciative of that individual, which in turn motivates us to spend more time with them in 121s, listen with more attention during their Weekly and Feature Presentations, and become more motivated to return their generosity with a referral.

So come to find out, leadership is a powerful way to use your actions to make all of us more money in BNI!

- Vickie Wacek, Executive Director, BNI Vermont

## Podcasts



**The Official BNI® Podcast**  
with Dr. Ivan Misner®



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

**Remember to log your CEUs on BNI Connect**

1 Podcast = 1 CEU

June 22: [Episode 763](#): Global Diversity

June 29: [Episode 764](#): Three Steps to Attract Referrals

July 6: [Episode 765](#): 7 Rules for an Elevator Pitch (Classic Podcast)

July 13: [Episode 766](#): Three Simple Steps to Grow Your Business

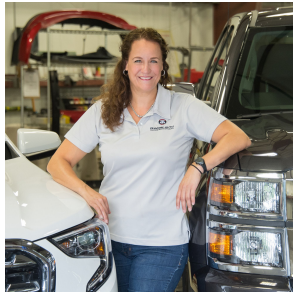
### Additional Podcasts



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



### Don't Stay In Your Comfort Zone

By [Rosann Kramer](#), BNI Vermont Ambassador

I have been in the collision industry for 24 years and in BNI for 7 years and have learned a lot throughout my career. However, the knowledge I have gained was not always easy to come by. What has kept me on track is that when become afraid of something, I figure out how to get over that fear. For me that means jumping into the fray. [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)

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

Monday, September 26th, 3:00-5:00pm

**BNI Connect Deep Dive** (hosted on Zoom) - every Wednesday

Thursday, July 13th, 12:00-1:00pm  
Thursday, July 20th, 12:00-1:00pm  
Thursday, July 27th, 12:00-1:00pm  
Thursday, August 3rd, 12:00-1:00pm  
Thursday, August 10th, 12:00-1:00pm

**National Speed Networking** (hosted on Zoom) - every Tuesday

Tuesday, July 19th, 4:00pm-5:00pm  
Tuesday, July 26th, 4:00pm-5:00pm  
Tuesday, August 2nd, 4:00pm-5:00pm  
Tuesday, August 9th, 4:00pm-5:00pm

**What Is BNI? Interest Meetings** (hosted on Zoom)

Tuesday, July 26th, 11:00am-12:30pm  
Tuesday, August 29th, 11:00am-12:30pm

**BNI Vermont Annual Summer Picnic** (Oakledge Park, Burlington)

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

**BNI Vermont Leadership Team Roundtable** (Richmond Free Library)

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

**BNI Vermont Chapter Business Plan Workshop** (hosted on Zoom)

Tuesday, August 31st, 12:00pm-3:00pm

**BNI Vermont Chapter Team Training** (DoubleTree by Hilton, Burlington)

Various breakouts offered throughout Monday and Tuesday, September 12th and 13th



**Join us in Singapore for the 2022 Global Convention!**

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

Tickets available for \$69 virtual and \$449 in-person.

**Ask your Director Consultant for a 10% code!**

[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**

**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*



**Queen City BNI Chapter Success Program**  
June 29th, 2022 in Burlington, VT



## 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**

**Online-Only**

**Brattleboro**

**Lamoille County**

### **Who to Contact**

Vickie Wacek

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!

## Drive for Five



BNI Vermont chapters are about to launch the annual Drive For Five partnership competition! We also look forward to adding many of you to our BNI Vermont Gold Club when you sponsor your 6th referral partner into any BNI Vermont referral team!

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!



## 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.



**Lori Bielawa**  
*Dog Trainer*  
**Waggles LLC**  
Queen City BNI, Burlington  
[LEARN MORE](#)

**Melanie Severo**  
*Acupuncturist*





**Sun and Moon Acupuncture**

Shelburne BNI, Shelburne

[LEARN MORE](#)



**Alex Duval**

*Furniture Sales*

**Wendell's Furniture**

The Masters BNI, Colchester

[LEARN MORE](#)



**Kristen Mills**

*Residential Real Estate Agent*

**Ridgeline Real Estate**

Wealth Builders BNI, South Burlington

[LEARN MORE](#)

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## Monthly Achievements



**Justin Loati**

Wholesale Baker

**La Panciata**

Crossroads BNI

🎉 9th month! 🎉

**Mollie Lannen**

Printer

**CW Creative**

Queen City BNI

👏 47th month! 👏



**Justin Loati**  
Wholesale Baker with



*La Panciata*  
Traditional Italian Bakes

9TH MONTH!

**BNI 100 CLUB**



**Mollie Lannen**  
Printing Expert with



**cw creative**  
PRINT • DESIGN • WEB

14TH MONTH!

**BNI 100 CLUB**



**Dr. Julieta Rushford**  
Holistic Doctor with



HOLISTIC JULIETA  
Consulting

15TH MONTH!

**BNI 100 CLUB**

**Dr. Julieta Rushford**  
Holistic Doctor  
**Holistic Julieta**  
Prosperity BNI  
15th month! 🔥

## Champlain Connections BNI

### New Partners

[Shannon Jackson](#), Green Mountain Solar

### Renewed Partners

[Jim McCarthy](#), The Mill Market and Deli

### 6 Months Perfect Attendance

[Catherine Moller](#), SidePony Boutique - 20th month!

[Mironda Meyer](#), Mironda's House of Fitness and Wellness - 9th month!

[Richard Fox](#), Law Office of Richard J. Fox PLC - 22nd month!

[Rosann Kramer](#), Runway Auto - 22nd month!

[Steve Fuchs](#), Steve Fuchs Health Coaching - 12th month!

## Champlain Valley BNI

### Renewed Partners

[Travis Spencer](#), Kinney Insurance

### 6 Months Perfect Attendance

[Brad Conger](#) - North County Repair - 6th month!

[Darlene LeClair](#) - Lakeside Electric Inc. - 15th month!

[E. Stacey Lax](#) - Coldwell Banker Hickok & Boardman Realty - 8th month!

[Michael Languasco](#) - People's United Bank N.A. - 20th month!

[Robert Caneco](#) - Robert A. Caneco, R.A. - 28th month!

## Crossroads BNI

### New Partners

[Ray Morvan](#), Movement Mortgage

## Heart of Vermont BNI

### 6 Months Perfect Attendance

[Deborah Phillips](#), The World - 15th month!

[Howie Michaelson](#), Sun Catcher - 9th month!

## Prestige BNI

### 6 Months Perfect Attendance

[Alan Kinney](#), Kinney Insurance - 20th month!

## Prosperity BNI

### 6 Months Perfect Attendance

[Blair Knowles](#), Ridgeline Real Estate - 14th month!

[Dijana Downing](#), Community Bank - 9th month!

### Renewed Partners

## Queen City BNI

[Jeremy Berube](#), SunCommon

### 6 Months Perfect Attendance

[Heather Belanger](#), Lacillade's Kitchen and Bath Design - 20th month!

[Julie Danaher](#), Ridgeline Real Estate - 11th month!

[Lori Bielawa](#), Waggles LLC - 17th month!

## Shelburne BNI

### Renewed Partners

[Adrian Bannister](#), Impact Marketing

### 6 Months Perfect Attendance

[Claire Giroux-Williams](#), Burlington Paint & Sip Studio - 2nd month!

## The Masters BNI

### Renewed Partners

[Tracy Stolese](#), Shelburne Gift Company

### 6 Months Perfect Attendance

[Alex Duval](#), Wendell's Furniture - 16th month!

[Kate O'Malley](#), Juice Plus - 24th month!

## Wealth Builders BNI

### 6 Months Perfect Attendance

[John Jacob](#), John Jay Entertainment - 24th month!


[Katie Paquette](#), Moments By Kate - 12th month!

[Rick Gomez](#), RVG Electrical Services LLC - 23rd month!



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