



BNI®

Givers Gain® Monthly

From Our Executive Director

"Why is there never enough time to do it right the first time, but always enough time to do it over?" – John W. Bergman

Happy September BNI Vermont! I'm so grateful for this month which gives all of us the chance to be together for Chapter Team Training and all of the focus, motivation, and momentum that comes with it.

We are so honored that 75% of you were able to make the trip to Burlington to network and build your leadership skills through the many in-chapter roles that are available to you and your business. We'll be sending out a survey at the end of the month, once make up sessions have been completed, to collect your valuable feedback about the experience. In the meantime, a reminder to finish up your mindset training sessions in [BNI Business Builder](#) for your roles, to do a thorough review of your manual (so that you know what you have at your fingertips), and submit all of your Continuing Education Units in the BNI Mobile

App.

We'll be spending the next few weeks working to support each of your Leadership Team transitions, and then transitioning into the planning and execution of our 10th Annual BNI Vermont Awards Banquet ([tickets on sale here](#)). A reminder to everyone that our awards banquet is based on our activity in the calendar year (January to January), so generate those referrals, track your activity, and put your amazing Givers Gain skills to productive and joy-filled use!

Lastly, as this 2021-2022 BNI Term comes to a close, please take a moment to reflect on all that you have experienced this term. Show your gratitude to one another. Celebrate your achievements. And recognize the empowerment and insight that comes from failures. Ebb and flow is part of the joy and difficulty of being in business, and we're so glad we get to experience all of this with you all.

Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip

What Do Our Visitors See?



In 2022 I had the opportunity to meet with a panel of professionals who had visited BNI chapters, but never submitted an application. This focus group discussion came with some important insights about what visitors see and experience which can aid us in giving them an E.V.E. (exceptional visitor experience) here in Vermont. And because our average visitor spends \$1,500 when they come to our referral meetings, getting better at giving an E.V.E. is a hugely profitable marketing opportunity for everyone in your referral team.

Insight #1: Name Badges / Zoom Naming

Visitors in this group shared both a pro and a con about being named in Zoom and/or getting a name badge upon arrival. Their struggle was when they were not given a name badge or were not renamed in Zoom it made them feel like they weren't expected. One person shared that it was awkward to fill out their name badge. On the other hand, showing up to see a name badge prepared, or having themselves renamed to match the other attendees made them feel appreciated.

Insight #2: The Power of *Practical* Training

There was a lot of positive feedback from the visitors about the power of practical training provided during the meeting. The originator of this topic was talking about the Networking Education, and that quickly morphed into appreciation about Weekly Presentations that were insightful and interesting.

Insight #3: The Person Who Invited Me

By far the most negative feedback from visitors was how they felt when the person who invited them wasn't there to greet them when they arrived. It was quite clear that it sets the bar very high when a visitor is greeted by the person who invited them!

Insight #4: Referrals & Testimonials and TYFCB

When asked what was the most impactful part of their experience, it was impressive how much these visitors overlapped in opinion. They all said that the Referrals & Testimonials and the data (TYFCB) were the things that they remember the most. So for visitors, hearing about the productivity of the partners in the chapter and first-hand experiences (testimonials) from the professionals in the room were the biggest take-aways for them.

It's clear from the feedback of this panel of visitors that giving specific attention to these key things can greatly enhance the experience of our visitors. Taking time in our referral teams to upgrade our E.V.E will give all of us a greater opportunity to build our businesses!

- Vickie Wacek, Executive Director, BNI Vermont

Podcasts



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

August 17th: [Episode 771](#): Work Your Network

August 24th: [Episode 772](#): The first "C"—Competence

August 31st: [Episode 773](#): Garage to Global® (Classic Podcast)

September 7th: [Episode 774](#): The Four Cs

September 14th: [Episode 775](#): Powering Up Power Teams

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.



We had an amazing time back in August meeting for our quarterly Leadership Team Roundtable! It was great being back in person again 🤝 We talked about everything from Chapter Growth to Exit Interviews, Social Media to LT Transition Best Practices.

We look forward to seeing all of our new LTs for our next in-person Roundtable on Monday, November 21st from 2:00pm to 5:00pm!

From the BNI Team



The Status Quo: One to Ones

By [Steve Hartmann](#), BNI Vermont Director
Consultant

For generations we've been given *benchmarks* as to what is and is not acceptable; told what will be "enough to get by" so that we can at least meet expectations, but not "overdo it"... This is NOT the intention of relationship marketing and BNI. [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, September 26th, 3:00-5:00pm

BNI Connect Deep Dive (hosted on Zoom)

Wednesday, September 21st, 12:00-1:00pm

Wednesday, September 28th, 12:00-1:00pm

Wednesday, October 5th, 12:00-1:00pm

Wednesday, October 12th, 12:00-1:00pm

What Is BNI? Interest Meetings (hosted on Zoom)

Tuesday, September 27th, 1:00-2:30pm

Tuesday, October 11th, 1:00-2:30pm

Tuesday, October 25th, 1:00-2:30pm

Champlain Connections BNI Visitors' Day (Main Street Landing, Burlington)

Friday, September 23rd, 7:30am-9:00am

National Speed Networking (hosted on Zoom)

Tuesday, September 20th, 4:00-5:00pm

Tuesday, September 27th, 4:00-5:00pm

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

Tuesday, October 11th, 4:00-5:00pm

BNI Vermont Leadership Team Roundtable (Richmond Free Library)

Monday, November 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.

Join fellow networkers from all over the world for \$69 virtual and \$449 in-person.

[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 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



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

Lamoille County

Who to Contact

Erin Perrin

Vickie Wacek

Vickie Wacek

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!

Drive for Five



BNI Vermont chapters have just launched the annual Drive For Five competition! We look forward to celebrating many of you becoming new additions to the [BNI Vermont Gold Club](#)!

Build your business, build your chapter, and watch everyone achieve more together! *Everyone Reach One* to sponsor a new partner into your marketing team. 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 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.



Jennifer Partch Whitehurst
Accounting Services
JPW Accounting Services, LLC
Middlebury BNI
[LEARN MORE](#)

Beth Hartmann



Massage Therapist

Imagine Wellness

Shelburne BNI

[LEARN MORE](#)



Blair Knowles

Residential Real Estate Agent

Ridgeline Real Estate

Prosperity BNI, Williston

[LEARN MORE](#)



Jay Cummings

Business Financing

Peoples Trust Company

Queen City BNI, Burlington

[LEARN MORE](#)

Monthly Achievements



Justin Loati

Wholesale Baker

La Panciata

Crossroads BNI



10th Month!





Justin Loati
Wholesale Baker with

La Panciata
Traditional Italian Bakers

11th MONTH!
BNi 100 CLUB



Mollie Lannen
Printing Expert with

49th MONTH!
BNi 100 CLUB



Dr. Julieta Rushford
Holistic Doctor with

16th MONTH!
BNi 100 CLUB

Mollie Lannen
Printer
CW Creative

Queen City BNI
49th Month!

Dr. Julieta
Rushford
Santiago
Holistic Doctor
Holistic Julieta

Prosperity BNI
16th Month!

Renewed Partners

Julia Scott, JScott Marketing

6 Months Perfect Attendance

Champlain Connections BNI

[Catherine Moller](#), Sidepony Boutique - 22 months

[Rosann Kramer](#), Runway Auto - 24 months

Champlain Valley BNI

Renewed Partners

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

6 Months Perfect Attendance

[Stacey Lax](#), Coldwell Banker Hickok & Boardman - 10 months

[Michael Languasco](#), Peoples Bank NA - 22 months

[Brad Conger](#), North County Repair Service - 8 months

[Robert Caneco](#), Robert A. Caneco, R.A. - 30 months

[Darlene LeClair](#), Lakeside Electric - 17 months

Crossroads BNI

New Partners

[Sarah White](#), New England Center for Attention and Learning

Heart of Vermont BNI

6 Months Perfect Attendance

[Deborah Phillips](#), The World - 17 months

6 Months Perfect Attendance

Integrity BNI

[Amy Crawford](#), Cloverridge Media - 18 months

Middlebury BNI

6 Months Perfect Attendance

[Jennifer Partch Whitehurst](#), JPW Accounting Services, LLC - 2nd month

Prosperity BNI

New Partners

[Suzy Finnefrock](#), Embodied Living International

Renewed Partners

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

Queen City BNI

New Partners

[Terry Wetmore](#), After Hours Entertainment LLC

Shelburne BNI

Renewed Partners

[Allison Bogan](#), Precision Chiropractic

[Beth Hartmann](#), Imagine Wellness

[Brendan Walsh](#), Quantum Leap Capital

6 Months Perfect Attendance

[Allison Bogan](#), Precision Chiropractic - 33 months

The Masters BNI

6 Months Perfect Attendance

[Kate O'Malley](#), Juice Plus - 26 months

Wealth Builders BNI

6 Months Perfect Attendance

[Rick Gomez](#), RVG Electric - 25 months



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