



# Givers Gain<sup>®</sup> Monthly

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## From Our Executive Director

*Success is not final.*

*Failure is not final.*

*It is the courage to continue that counts.* – Winston Churchill

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Happy August, Networkers! We're all enjoying the fruits of our labors this summer, both in the garden and in our networking! Check out what BNI Vermont is up to for you 🍷

As to be expected, our sights are thoroughly set on The Drive For Five which starts on September 1st, and annual Chapter Team Training, which is coming back to in-person for the first time since 2019.

The Drive For Five is a membership drive sponsored by BNI Vermont. It was birthed by our Director Consultant Team many years ago as a way to keep focus, results, and motivation up through the first quarter of our new Leadership

Teams. We'll be **hosting chapter mixers** for each chapter that inducts 5 or more new referral partners between 9/1 and 12/31 (*based on application date*). We're also celebrating each of you who sponsors a new partner with **a \$40 gift card to any Vermont-based business** of your choosing. Imagine the amazing reputation and referral relationship building power you all will experience when you all sponsor 1 new partner into your team before the end of the year!

Chapter Team Training is focused on our empowering each of you in your incoming role; teaching you how to leverage what you learn to build your visibility, credibility, and profitability in the 2022-2023 term. Being a great Coordinator or Team Member in your chapter doesn't *just* meet the needs of your chapter! It is also used to show your marketing team that you are knowledgeable, reliable, and motivated. Make it fun to do business with you, by showing how fun it is in the role that you represent next term!

If you haven't been signed up for training yet (i.e. you haven't submitted your [Confirmation Form](#)), visit [BNIVermont.com's Calendar](https://BNIVermont.com) and sign up today. Take full advantage of attending as many sessions as you'd like. And a reminder that we have open networking for anyone who shows up both Monday and Tuesday, 9/12 and 9/13, from 10:30am-12noon and 1:00pm-2:30pm.

And that about does it for now ☺ See you all in September!

Happy Networking!



**Vickie Wacek**  
BNI Vermont  
Executive Director

## Continuing Education

### Monthly Networking Tip

## Setting the Bar with New Partners



Congratulations! You've just achieved a new client! And now that they're part of your business, what is the first thing you do with them?

→ **You orient them to your product or service** ←

There's an obvious reason for this. They want your health/ personal /marketing/housing/financial skills, but **you are the expert**, not them! So you explain the process, and then you provide the product or service.

Well guess what? Your referral marketing team works **exactly** the same way. And just like with your business, if you fail to set the bar, your new client, or new referral partner, will stumble through their experience with you *because you are the expert, not them*. This is why one of BNI's Traditions is Education and Training.

In a recent and lengthy dialogue with BNI Executives and Consultants from across the world, we discussed where opportunities are best provided to allow our newest referral partners set the bar for their upcoming networking experience. Of course we discussed the Mentoring Program, the Member Success Program, and even different region's version of the New Member Skills Workshop. However, in the end, we all agreed that there was one place where we truly orient our new partners, or fail miserably – ***the interview***.

See, the interview is where we really pave the way for this stranger's view of the upcoming weeks and years of marketing with us. We help this individual truly grasp the nuances and commitments of our way of business marketing. Or, we don't. Over the years, we BNI marketing experts (your Ambassadors, Director Consultants, and Executive) have watched many referral teams interview with two basic things in mind: *a heartbeat*, and *a smile*. And because of this, many of us have committed hours and hours of time to mentoring professionals in our groups that were really never cut out for our kind of Long Term Relationships.

Just like with your business – your goals of long term and returning clients who like you, know you, and trust you – we here in BNI dream of having a team of people around us who grow and evolve with our businesses for years to come. And the key to managing expectations the expectations of our newest partners is by taking a step back and really making sure that our interview process is only letting the right professionals into our success.

- Vickie Wacek, Executive Director, BNI Vermont

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## Podcasts

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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

July 20th: [Episode 767](#): Be a Big Thinker

July 27th: [Episode 768](#): Class Reunions

August 3rd: [Episode 769](#): I've Invited Everyone I Know (Classic)

August 10th: [Episode 770](#): From N-O to N.D.

### 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 celebrating our annual BNI Vermont Summer Picnic on the Burlington waterfront!**

Thank you everyone for bringing your families and delicious potluck items to share (award winning pot stickers, fresh watermelon, and some noteworthy vegan chicken salad to name a few). And apologies to everyone that Rosann Kramer and I may have eaten the last Choco Tacos in the state of Vermont. See you all at our next picnic in July 2023 and at Chapter Team Training in September!

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## From the BNI Team



### The BNI Buffet

By [Mollie Lannen](#), BNI Vermont Social Media Coordinator

Your membership in your BNI chapter is your golden ticket to The BNI Buffet, an all-you-can-consume buffet of tools and strategies to grow your business.

[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

### **Chapter Team Training** (DoubleTree by Hilton, Burlington)

Monday, September 12th

President, 8:00am-1:00pm

Vice President and Membership Committee, 8:00am-1:00pm

Secretary/Treasurer, 8:30am-1:00pm

Mentor Teams, 9:00am-1:00pm

Visitor Host Teams, 12:00pm-3:00pm

Marketing Teams, 12:00pm-2:00pm

Education Coordinator, 12:00pm-2:00pm

Tuesday, September 13th

President, 12:00pm-5:00pm

Vice President and Membership Committee, 12:00pm-5:00pm

Secretary/Treasurer, 12:00pm-4:30pm

Mentor Teams, 12:00pm-3:00pm

Visitor Host Teams, 9:00am-1:00pm

Marketing Teams, 10:00am-1:00pm

Education Coordinator, 10:00am-1:00pm

**New Member Skills Workshop** (hosted on Zoom)

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

Monday, November 14th, 3:00-5:00pm

**BNI Connect Deep Dive** (hosted on Zoom)

Wednesday, August 31st, 12:00-1:00pm

Wednesday, September 7th, 12:00-1:00pm

Wednesday, September 14th, 12:00-1:00pm

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

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

Tuesday, August 23rd, 2022, 11:00am-12:30pm

Tuesday, September 6th, 2022, 11:00am-12:30pm

Tuesday, September 27th, 2022, 11:00am-12:30pm

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

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

**National Speed Networking** (hosted on Zoom)

Tuesday, September 6th, 4:00pm-5:00pm

Tuesday, September 13th, 4:00pm-5:00pm

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

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

**Champlain Connections BNI Visitors' Day** (hosted on Zoom)

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

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## **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 [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 14th](#) • 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.

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# SEVEN DAYSIES

**Locals Pick the Best of Vermont • 2022**



It was so great to see so many current and alumni BNI professionals at this year's Seven Daysies celebration event at the Echo Science Center! Congratulations to all of the finalists and winners, and way to go on all of the awesome themed costumes!

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## 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](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 will be launching their annual Drive For Five campaign on September 1st!

## Build your business, build your chapter!

We look forward to celebrating our chapters who add +5 new partners between 9/1 and 12/31, and celebrating all of you who sponsor a new partner into your referral team between those dates.

Good luck, and we look forward to celebrating you and your chapter's success over the coming months!

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### 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.



**Mironda Meyer**

*Personal Trainer*

**Mironda's House of Wellness and Fitness**

Champlain Connections BNI, Burlington

[LEARN MORE](#)



**Brad Conger**

*Handyman - Repair*

**North County Repair Service**

Champlain Valley BNI, South Burlington

[LEARN MORE](#)





**Courtney Jarecki**

*Social Media*

**Yancey Red**

Crossroads BNI, Berlin

[LEARN MORE](#)



**Julia Wilk**

*Web Development*

**Word & Web Design**

Heart of Vermont BNI, Montpelier

[LEARN MORE](#)



**Amanda Starr**

*Photographer*

**Amanda Starr Photography**

Integrity BNI, Essex Junction

[LEARN MORE](#)

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## Monthly Achievements



**Justin Loati**

Wholesale Baker

**La Panciata**

Crossroads BNI



👏 10th Month! 👏



**Mollie Lannen**  
Printer  
**CW Creative**  
Queen City BNI  
🔥 48th Month! 🔥

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### Renewed Partners

[Steve Fuchs](#), Steve Fuchs Health Coaching

**6 Months Perfect Attendance**

[Catherine Moller](#), SidePony Boutique - 21st month!

## Champlain Connections BNI

[Richard Fox](#), Law Office of Richard J. Fox PLLC - 23rd month!

[Rosann Kramer](#), Runway Auto - 23rd month!

## Champlain Valley BNI

### 6 Months Perfect Attendance

[Brad Conger](#), North County Repair Service - 7th month!

[Darlene LeClair](#), Lakeside Electric Inc. - 16th month!

[E. Stacey Lax](#), Coldwell Banker Hickok & Boardman - 9th month!

[Michael Languasco](#), People's United Bank N.A. - 21st month!

[Robert Caneco](#), Robert A. Caneco, R.A. - 29th month!

## Heart of Vermont BNI

### 6 Months Perfect Attendance

[Deborah Phillips](#), The World - 16th month!

## Integrity BNI

### Renewed Partners

[Ingrid Serafini](#), Spruce Mortgage

### 6 Months Perfect Attendance

[Amy Crawford](#), Clover Ridge Media - 17th month!

## Middlebury BNI

### 6 Months Perfect Attendance

[Jennifer Partch Whitehurst](#), JPW Accounting Services, LLC - 1st month!

### 6 Months Perfect Attendance

## Prosperity BNI

[Dijana Downing](#), Community Bank - 10th month!

## Queen City BNI

### Renewed Partners

[Amy Escott](#), Revel Woodworking

[Lisa Taft Sylvester](#), Interrobang Design Collaborative

### 6 Months Perfect Attendance

[Julie Danaher](#), Ridgeline - 12th month!

## The Masters BNI

### Renewed Partners

[Chris O'Grady](#), Green Mountain Payments

### 6 Months Perfect Attendance

[Alex Duval](#), Wendell's Furniture - 17th month!

[Kate O'Malley](#), Juice Plus - 25th month!

## Wealth Builders BNI

### 6 Months Perfect Attendance

[John Jacob](#), John Jay Entertainment - 13th month!

[Rick Gomez](#), RVG Electrical Services LLC - 24th month!



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