



Givers Gain[®] Monthly

From Our Executive Director

The best luck of all is the luck you make for yourself. – Douglas MacArthur

Happy March, BNI Vermont, and Happy Saint Patrick's Day! Today is the first day of the year that we have 12 hours of sunlight, and I'm hopeful you are all enjoying the extra Vitamin D.

Here at BNI Vermont we've got a number of irons in the fire that we want to share with you.

First, we're building the BNI Vermont Team! We're looking forward to interviewing a number of applicants in the coming weeks and inviting some or all of them into various roles on our team. I look forward to introducing them to you in future newsletters, in social media posts, through our [Contact Us](#) page at [BNIVermont.com](#), and when you see their smiling faces in your BNI meetings. Building the team means more touch points, more recognition, and more support for you as you evolve your networking skills in the years to come.

Second, we're putting all of the pieces together to recognize our 2022 Highest BNI Achievers! Our goal is for 100% of you to submit your nominations for a number of the awards via [this survey](#). We'll be compiling the

results next Friday, March 24th, so make sure to get your votes in by then!
[Shelburne BNI](#) is in the lead with 73% of their chapter having responded so far,
and [Heart of Vermont BNI](#) is right on their tail with 72%!

Thanks to sponsorships from [Mollie Lannen](#), printer and owner of [CW Creative \(Queen City BNI\)](#) and
[Richard Fox](#), Real Estate Attorney and owner of [Law Office of Richard J. Fox Law PLLC \(Champlain Connections BNI\)](#), we'll have physical awards delivered to your BNI chapters in April or May so that each of our recipients can be celebrated for their contributions and achievements.

And third, we've got a couple of events in the pipeline for **statewide mixers this summer**

On June 9th we'll be celebrating our invite-only [Gold Club and Rainmaker Club Reception](#) for an evening of fun at the SkyBar at Sparetime Bowling in Colchester. If you'd like to be a part of this annual mixer with the biggest networkers in our state, here's what you need to do:

Gold Club: Sponsor 6 (or more) new referral partners into any combination of BNI Vermont chapters. If you've already sponsored 6, reach out to your Director Consultant immediately so we can get you on our guest list, and get you some awesome recognition!

Rainmaker Club: Generate \$500,000 *or more* in Thank You For Closed Business for other BNI referral partners anywhere in the world. Once you hit \$500k, we'll add you to our guest list.

***Contact your Director Consultant for more details*

And on Friday, July 28th will be our annual Summer Picnic on the Burlington Waterfront. Mark your calendars, [register here](#), and bring your family, your pets on leashes, and a potluck to share.

Have a glorious rest of your March everyone! I'm proudly celebrating my 40th birthday this month, and want to greatly thank all of you for being such a pivotal part of my 20's and 30's, and soon to be, my 40s ♥

Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip: “That’s How We’ve Always Done It”



Over the nearly 2 decades of being with BNI Vermont, there are few things that break my heart. I’m used to the exchange of humanity that happens when

human beings interact. However, today's networking tip is meant to bring one of my heartbreakers to life, and hopefully empower everyone reading this to ask why.

If you've been in BNI long enough, there's a chance you've heard a fellow referral partner say "well, that's just the way we've always done it." This could be about something as simple as name badges and our Weekly Handouts, or as thorough as our Application and Exit Interview processes. Regardless, whenever I hear this, my BNI heart breaks a little bit, and here's why.

We are a group of hundreds of Vermont professionals - entrepreneurs - leaders. We are a unique brand of professional because we are intrigued and motivated by taking control of our choices and day-to-day livelihood. We are motivated by knowing what we're doing, how we're doing it, and **why we're doing it**. And failing to know that last piece - why we do it - can and has easily led to frustration because we're taking mental and physical time to complete something, without knowing the rationale behind the action.

Now this happens all the time in many places in our lives. We run into this in grocery stores, in sports leagues, in clubs, and anywhere else humans congregate. And this happens because somewhere along the "telephone line" of people exchanging information, an individual failed to ask why something was done a certain way, which broke the chain of knowledge. **This is where you come in!**

When you come across someone saying "That's How We've Always Done It", **especially in BNI**, it's your turn to figure out the why. It's likely that the person telling you may not know, so make sure to reach out to your Leadership Team or your Director Consultant.

I can personally promise you that **there is a why behind everything in BNI Vermont!** Every action, every script, every process. And by asking why, you help us strengthen our practices, or pivot our practices if they've become obsolete, out of date, or something better has come along and it's time for a change.

- 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

February 15: [Episode 796](#): The Art and Science of Asking

February 22: [Episode 797](#): You Have a Book in You

March 1: [Episode 798](#): Givers & Takers (Classic)

March 8: [Episode 799](#): But I Don't Have a Personal Mechanic

March 15: [Episode 800](#): Are You Wasting a Fantastic Testimonial?

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

BNI Vermont Team Article



The BNI Way

By [Chad Hayes](#), BNI Vermont Ambassador

When someone mentions BNI to you they will most likely talk about how much money has been passed in their chapter on an annual basis or the lifetime of their chapter. This is a huge incentive to want to apply to a BNI chapter, but certainly not the only reason. [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, March 20th, 3:00-5:00pm

BNI Vermont Leadership Team Roundtable (Richmond Free Library, Richmond VT)

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

BNI National Speed Networking (hosted on Zoom)

Tuesday, March 21st, 4:00-5:00pm

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

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

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

BNI Talks (hosted on Zoom)

Streamline your Business with Digital Automation

Friday, March 17th, 12:00-1:00pm

5 Secrets of a "WOW" Visitor Experience

Friday, March 24th, 12:00-1:00pm

How to Invite Without Inviting

Friday, March 31st, 12:00-1:00pm



BNI has announced the 2023 Global Convention!

This year's event will be hosted in Madrid, Spain , November 8th-11th, 2023.
Early Bird Pricing of <UPDATE PRICES> \$49 virtual and \$349 in-person will be available until <DATE>..

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

BNI[®]

US NATIONAL
CONFERENCE

MIAMI 2023

May 4-6

Join us in Miami for the 2023 United States Conference!

This year's event will be hosted in Miami, Florida, May 4th to the 6th. Pricing of \$399 is available for in-person attendance and are available now at the link below. Ticket includes access to the Keynotes, Breakout Sessions, Networking, and Mainstage Sessions. Lunch is included on Thursday and Friday.

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

TENTH ANNUAL

BNI[®]  VERMONT

AWARDS BANQUET

FRIDAY, APRIL 7TH, 2023

5:30pm to 10:00pm

EMERALD BALLROOM

DOUBLETREE BY HILTON, BURLINGTON

This year's award banquet, originally scheduled for April 7th, has been postponed until 2024 due to bandwidth at the regional level. We look forward to resuming this next year! And this year, all recipients will be celebrated at the chapter-level.

 **BNI[®]**  **SUMMER PICNIC**

VERMONT

Join us for our annual Summer Picnic on the Burlington Vermont waterfront! Friday, July 28th 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!**

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**MEMBER
SUCCESS PROGRAM**



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

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**NEW MEMBER
SKILLS WORKSHOP**

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

2023 New Member Skills Workshops

[March 20th](#) · 3:00pm - 5:00pm

[May 22nd](#) · 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

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**CHAPTER
SUCCESS PROGRAM**



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 BNI to these new communities! Could you introduce us to a small business or non-profit in the area that would benefit from a structured, professional, and positive group to build and support their business?

Help us grow your ROI and Givers Gain!



Town

Bennington

Brattleboro

Northeast Kingdom (NEK)

Stowe

Rutland

Who to Contact

Vickie Wacek

Contact Chapter Launch Directors

Vickie Wacek 802-557-0111, Vickie@BNIVermont.com

Don't see your town listed? Contact Vickie and she'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.



Mike Quinlan
Digital Marketing
Clover Ridge Media
Middlebury BNI, Middlebury
[LEARN MORE](#)



Jeff Teplitz
Residential Mortgages
Academy Mortgage
Prosperity BNI, Williston
[LEARN MORE](#)



Mollie Lannen
Printer
CW Creative
Queen City BNI, Burlington
[LEARN MORE](#)



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Printer
CW Creative
Queen City BNI, Burlington
[LEARN MORE](#)

Monthly Achievements





Christy Feiker
Essential Oils Expert with

dōTERRA

1ST MONTH!

BNI 100 CLUB



Jennifer Beckett
Residential Realtor with



COLDWELL BANKER
HICKOK & BOARDMAN

1ST MONTH!

BNI 100 CLUB



Chris O'Grady
Merchant Services with

Green Mountain
PAYMENTS

1ST MONTH!

BNI 100 CLUB



Brittany Winfield
Social Media Expert with

The Winfield Creative

4TH MONTH!

BNI 100 CLUB



Julia Scott
Holistic Doctor with

J. SCOTT
MARKETING & PR

4TH MONTH!

BNI 100 CLUB

Christy Feiker

Essential Oils

doTerra

Shelburne BNI

👏 1st Month! 👏

Jennifer Beckett

*Residential Realtor -
Chittenden County*

Coldwell Banker

Hickok & Boardman

Shelburne BNI

👏 1st Month! 👏

Chris O'Grady

Merchant Services

**Green Mountain
Payments**

The Masters BNI

👏 1st Month! 👏

Brittany Winfield

Social Media

**The Winfield
Creative**

Queen City BNI

🇺🇸 4th Month! 🇺🇸

Julia Scott

Digital Marketing

**J.Scott
Marketing**

Champlain

Connections BNI

🇺🇸 4th Month! 🇺🇸



CHAPTERS IN THE GREEN

Congratulations to

Queen City BNI

To access your Chapter's Traffic Lights Report, go to:

BNIconnect.com → Reports → Chapter → Chapter Traffic Lights

Champlain Connections BNI

6 Months Perfect Attendance

[Richard Fox](#), Law Office of Richard J Fox
PLLC

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

Champlain Valley BNI

Renewed Partners

[Darlene LeClair](#), Lakeside Electric

[Kelsey Chitester](#), NBT Bank

6 Months Perfect Attendance

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

[Michael Languasco](#), M&T Bank

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

[Travis Spencer](#), Kinney Insurance

Crossroads BNI

New Partners

[Hollie Friot](#), Be Well Health

Renewed Partners

[Beth Pombar](#), Keller Williams

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

[David Gold](#), Edward Jones

[Julie Brown](#), Green Home Solutions of
Vermont

[Paul Richardson](#), StoryWorkz

6 Months Perfect Attendance

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

Heart of Vermont BNI

6 Months Perfect Attendance

[Julia Wilk](#), Word & Web Design

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

Integrity BNI

Renewed Partners

[Kelly Keefe](#), Key Bank

6 Months Perfect Attendance

[Ingrid Serafini](#), Spruce Mortgage

[Jeffrey Harton](#), Harton Associates

Middlebury BNI

Renewed Partners

[Matt Stevers](#), Buckeye Builders

6 Months Perfect Attendance

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

[Chad Hayes](#), Carter Insurance

[Matt Stevers](#), Buckeye Builders

Prosperity BNI

Renewed Partners

[Alec Slater](#), Wiener and Slater, PLLC

6 Months Perfect Attendance

[Katie Delp](#), The Animal Collective

[Mary Capparuccini](#), New York Life

Queen City BNI

New Partners

[Celeste Hartwell](#), Devine Feminine Leaders

Renewed Partners

[Janina McCue](#), Red Poppy Cakery

[Michael Hecht](#), Torque Media

6 Months Perfect Attendance

[Amanda Grant](#), North Road Productions

[Andrew Cate](#), Andrew Cate Photography

[Andy Skypack](#), Kinney Insurance

[Brittany Winfield](#), The Winfield Creative

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

Shelburne BNI

New Partners

[Rachel Browdy](#), RH Design, LLC

6 Months Perfect Attendance

[Allison Bogan](#), Precision Chiropractic

[Beth Hartmann](#), Imagine Wellness

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

The Masters BNI

New Partners

Elizabeth Horne, Farrell Chiropractic Center

[Zachary Regan](#), RJ Detailing Services

6 Months Perfect Attendance

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

[Steve Hartmann](#), Affiliate Associates

Wealth Builders BNI

6 Months Perfect Attendance

[Rick Gomez](#), RVG Electric

[Susan Lackey](#), Perfect Image Fashions



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