



Givers Gain[®] Monthly

From Our Executive Director

Deep roots never doubt spring will come. - Marty Rubin

Happy April, BNI Vermont! We're celebrating some rather amazing weather this year - a peculiar skipping of our annual mud season, and right into summer temps. We here at BNI Vermont are following Mother Nature's direction and heading into some celebrations of our own!

In May you'll be seeing your chapter's 2023 Awards arrive en masse! This year's **Annual Awards Celebration** has been moved to the chapter meeting and we're so proud of all of the collaboration and results you've achieved throughout 2022 (which is what the awards recognize). A huge thanks to our Award Sponsors,

[Mollie Lannen of CW Creative \(Queen City BNI\) and Richard Fox of The Law Office of Richard J Fox \(Champlain Connections BNI\)](#)!

In June comes our annual [Gold Club and Rainmakers Club Reception](#)! Our top chapter Sponsors (Gold Club - 6+ Sponsorships) and Thank You For Closed

Business generators (Rainmakers Club - \$500,000+ in TYFCB Generated) will be celebrating in style on Friday, June 9th at the Sky Bar in Colchester. Invitations to the reception will be going out by the end of the month. We look forward to celebrating your sponsorship and money generation achievements in future receptions.

And in July comes our **Annual BNI Vermont Summer Picnic!** Friday, July 28th mark your calendar for 4:30pm to dark. Bring your family, a potluck to share, and your furry-family on leashes to the Upper Pavilion at Oakledge Park at the bottom of Flynn Ave on Burlington's waterfront. We'll network, laugh, and hey - you can even bring your bathing suit and jump in the lake! Frisbees, and other yard games are welcome. Anything in a glass bottle or container is not welcome. BNI Vermont will supply grillables (vegan and gluten free options) and eating supplies (plates, napkins, etc).

And that does it for now! Have a great rest of your month, and we'll be in touch in May!

Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

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

March 22: [Episode 801](#): Captivating Educational Moments

March 29: [Episode 802](#): 7 Techniques to Be a Better Networker

April 5: [Episode 803](#): Do What You Love and You'll Love What You Do (Classic)

April 12: [Episode 804](#): When to Say No to a One-to-One

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



RELATIONSHIPS!

By [Gina Buchanan](#), BNI Vermont Director Consultant

In order to attract new customers and retain existing ones, you also need to invest and dedicate time and resources to building strong, long-term business relationships that help people see your collective value which helps

everyone achieve their business goals. [READ
MORE](#)

Welcome Our Newest
BNI Vermont Team Members



We are proud to introduce you all to [Mike Bancroft](#) who is a new addition to our [BNI Vermont Team](#) as an Ambassador.

Mike is a referral partner with Crossroads BNI in Berlin and represents the Commercial Insurance in their chapter with [Cheeseman Insurance Group](#). He has been with BNI since June 2017 and has made a huge impact by representing his chapter as Vice President, Secretary / Treasurer, Events Coordinator, Mentor Coordinator, Visitor Host, Membership Committee.

We encourage you to reach out to Mike Bancroft and congratulate him when you see him at your BNI meeting!

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, May 22nd, 3:00-5:00pm

Wealth Builders BNI Chapter Success Program (hosted on Zoom)

Wednesday, May 17th, 10:15am-12:00pm

The Masters BNI Chapter Success Program (hosted on Zoom)

Thursday, May 11th, 10:00am-12:00pm

Crossroads BNI Chapter Success Program (hosted on Zoom)

Thursday, May 18th, 9:00am-10:15am

Shelburne BNI Chapter Success Program (hosted on Zoom)

Thursday, May 25th, 9:45am-12:45pm

Champlain Connections BNI Chapter Success Program (hosted on Zoom)

Friday, May 12th, 9:15am-12:15pm

Heart of Vermont BNI Chapter Success Program (hosted on Zoom)

Friday, June 6th, 9:15am-12:15pm

BNI Vermont Leadership Team Roundtable (hosted on Zoom)

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

BNI National Speed Networking (hosted on Zoom)

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

Tuesday, April 18th, 4:00pm-5:00pm

Tuesday, April 25th, 4:00pm-5:00pm

Tuesday, May 2nd, 4:00pm-5:00pm

BNI Talks (Hosted on Zoom)

Connecting for Impact

Friday, April 14th, 12:00pm-1:00pm

How Pay-Per-Click Ads Grow your Business

Friday, April 21st, 12:00pm-1:00pm

5Cashflow Mistakes Entrepreneurs Must Avoid

Friday, April 28th, 12:00pm-1:00pm

BNI DEI Panel: Equitable and Fair Housing (Hosted on Zoom)

Wednesday, April 12th, 3:00pm-4:00pm



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 \$599 for BNI Members. \$49 virtual and \$349 in-person will be available until <DATE>..

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



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.
Early Bird Pricing \$399 in 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 VERMONT **SUMMER PICNIC**

Join us for our annual Summer Picnic on the Burlington Vermont waterfront! Friday, July 28th from 4:00pm 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!**

BNI VERMONT **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

BNI VERMONT **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

[May 22nd](#) · 3:00pm - 5:00pm

[July 31st](#) · 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 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.



Austin Casey

Carpet, Upholstery Cleaner

Stanley Steemer

The Masters BNI, Colchester

[LEARN MORE](#)



Peter Cassells-Brown
Energy Services
Mountain Energy Design
Wealth Builders BNI, Burlington
[LEARN MORE](#)



Corey Hevrin
Financial Advisor
The Vermont Agency
Champlain Connections BNI, Burlington
[LEARN MORE](#)



Tierata Ambo
Commercial Cleaning
Joe's Crew- You Name it We Clean It
Champlain Valley BNI, Burlington
[LEARN MORE](#)

Monthly Achievements



Brittany Winfield
Social Media Expert with
The Winfield Creative
BNI 100 CLUB
5th MONTH

Chris O'Grady
Merchant Services with
Green Mountain PAYMENTS
BNI 100 CLUB
2nd MONTH

Brittany Winfield
Social Media
The Winfield Creative

Queen City BNI
👏 5th Month! 👏

Chris O'Grady
Merchant Services
Green Mountain Payments

The Masters BNI
👏 2nd Month! 👏

**Champlain
Connections
BNI**

Renewed Partners

[Angela Zaikowski](#), Bennett & Zaikowski P.C.

[Jay Vallieres](#), Movement Mortgage

[Kathryn Dersch](#), Kathryn Dersch Tutoring

6 Months Perfect Attendance

[Jason LeFebvre](#), Re/Max North Professionals
[Steve Fuchs](#), Steve Fuchs Health Coaching

Champlain Valley BNI

Renewed Partners

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

6 Months Perfect Attendance

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

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

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

[Travis Spencer](#), Kinney Insurance

Crossroads BNI

Renewed Partners

[Brittany LaBerge](#), Martin Delaney & Ricci Law
Group

[Tim Boltin](#), Delicate Decadence

Heart of Vermont BNI

New Partners

[Zach Kahn](#), Central Vermont Real Estate

[Ky Martens](#), EXP Realty

Renewed Partners

[Sharon Winn](#), Law Office of Sharon M. Winn,
PLC

6 Months Perfect Attendance

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

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

Integrity BNI

Renewed Partners

[Lance Garrett](#), Garrett's Properties, LLC

6 Months Perfect Attendance

[Ingrid Serafini](#), Spruce Mortgage

[Jeffrey Harton](#), Harton Associates

[Kelly Keefe](#), Key Bank

[Lance Garrett](#), Garrett's Properties, LLC

Middlebury BNI

6 Months Perfect Attendance

[Cassandra Ellison](#), NEFCU

[Chad Hayes](#), Carter Insurance

[James Clark](#), Focal Point Coaching

[Matt Stevers](#), Buckeye Builders

Prosperity BNI

New Partners

[James Bussiere](#), Aflac

[Mikail Stein](#), The Future Group at RE/MAX
North Professionals

6 Months Perfect Attendance

[Katie Delp](#), The Animal Collective

[Mary Capparuccini](#), Agent, New York Life
Insurance Company

Queen City BNI

New Partners

[Anna Kreitzer](#), Maynard Clinic

[Knut Feiker](#), Healing Point Chiropractic

[Casey Webster](#), Sunrun Solar

Renewed Partners

[Andrew Cate](#), Andrew Cate Photography

[Tyler Pakulski](#), Burlington Telecom

6 Months Perfect Attendance

[Amanda Grant](#), North Road Productions

[Brittany Winfield](#), The Winfield Creative

Shelburne BNI

6 Months Perfect Attendance

[Allison Bogan](#), Precision Chiropractic

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

The Masters BNI

New Partners

[Skyeler Hamilton](#), SWCH plumbing and heating

Renewed Partners

[David Palmer](#), Palmer Insurance Agency

6 Months Perfect Attendance

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

[Steve Hartmann](#), Affiliated Associates

[Tracy Stolese](#), Shelburne Gift Company

Virtual Vermont BNI

New Partners

[Rory Gardner](#), Vermont Consumer Credit Consulting

Wealth Builders BNI

6 Months Perfect Attendance

[John Jacob](#), John Jay Entertainment

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

[Susan Lackey](#), Perfect Image Fashions



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