



Givers Gain[®] Monthly

From Our Executive Director

Believe that you can, and you're halfway there. - Theodore Roosevelt

Welcome to the month of May, everyone! I'm happy to share some updates about BNI goings-on with you all.

As you noticed in last month's newsletter, we've introducing you to 5 amazing new additions to the **ment Team!**

- Ambassador, [Mike Bancro](#) Crossroads BNI
- Ambassador, [Julie Danaher](#) n City BNI
- Ambassador, [Mary Capparuccir](#) prosperity BNI
- Ambassador, [Samantha C](#) from Heart of Vermont BNI
- Ambassador, [James Clark](#) from Middlebury BNI

The diversity, insight, and energy of these professionals are already making a huge difference to our amazing BNI Vermont Team. Ambassador Orientation, held back on April 25th, was a blast, and we look forward to all of you getting a chance to meet them in the coming weeks and months.

We're also very proud to recognize our 2023 State-Wide Winners from this year's Awards Recognition!

Chapter of the Year

Queen City BNI

\$2,033,029 in TYFCB Generated in 2022

Highest Average Traffic Light Score in Vermont in 2022

Leadership Team Member of the Year

Janina McCue - Red Poppy Cakery

Queen City BNI - President

Supporting Leadership Team Member of the Year

Brittany Winfield - The Winfield Creative

Queen City BNI - Chapter Webmaster

State-Wide Givers Gain Member of the Year

Dr. Julieta Rushford Santiago - Holistic Julieta

Prosperity BNI

Congratulations to our over 100 award and recognition recipients! We look forward to celebrating with you again in-person at our 2024 Awards Banquet. In the meantime, reach out to your chapter winners and thank them for their incredible contributions!

To close up this month's , be sure to set your calendars for our [July 28th Summer Picnic](#) on the Burlington waterfront, and stay tuned for June as we gear up for our annual Leadership Team Transition!

Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip: Are we Gossiping in BNI?



This word has a lot of negative connotation in our culture, and for good reason. Seeing that we are all a part of Relationship Networking groups, it was just a matter of time before someone brought this up as a networking tip.

When inquiring with Websters Dictionary, we are told that gossip is simply “casual or unconstrained conversation or reports about other people.” However, when one looks up Urban Dictionary’s definition, it gets a bit more direct...

“Talking bad about a person and their life.”

This second definition is where we all need to address how we are talking about other individuals in our networking efforts.

Over the years of teaching Vermont professionals how to make money through

networking, I've come to my own definition of gossip:

Talking negatively about a person with no intention of addressing the problem or finding a solution.

See, one of the best things about BNI is the friendships. And one of the worst things about BNI is the friendships. And when our personalities, emotions, and personal preferences start to get mixed up with other individuals, we start to wear our emotions on our sleeves and act in unprofessional and unproductive ways.

Now don't get me wrong; I've been guilty of talking about people behind their back. However, I've learned from experience that this results in any of 3 things:

1. It hurts my reputation with the person I'm talking with
2. It hurts my reputation with the person I'm talking about
3. It solidifies an unhealthy practice of complaining without finding a

solution

And here's where we get to the meat of today's networking tip. **What does one do when we have a problem with someone else in BNI?** The good news is that there is another way.

First - Suppress the urge to discuss it with anyone in your BNI chapter other than your Membership Committee. Issues with a Referral Partner are always confidentially handled with your MC. And when you don't feel comfortable going to your Membership Committee, reach out to your r Consultant, or BNI Vermont's [Member Services Director, Ken Keegler](#).

Second - If you need to talk it out, go somewhere safe. Your therapist, your business or life coach, or your best friend are people to consider. Your BNI "friends" are the absolute worst people to talk to because of the business relationship and professionalism you are working to maintain so that you have the trust to receive referrals.

Third - Put yourself in a Solutions Focused Mindset. Instead of wrapping yourself firmly around the disappointment, frustration, or even anger, move yourself towards emotions and actions that build your reputation up. Remember that there is a solution (and sometimes many solutions) to every problem, and it's not always your responsibility, skill, or ability to find that solution on your own.

In closing, when you have a negative experience with someone in BNI, the worst thing you can do is talk about that person behind their back. In order for us to maintain a positive and supportive environment in our referral communities, we must prioritize putting ourselves in the best position by finding

appropriate venues for our initial reactions, and then pursuing solutions-focused conversations that help us remedy the situation we're experiencing.

- 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

	0 (0%)	1 Podcast = 1 CEU
April 19: Episode 80	0 (0%)	Collaboration Works
April 26: Episode 80	0 (0%)	Tips to Be a Better Networker
May 03: Episode 80	0 (0%)	Prima Donna Syndrome
May 10: Episode 80	0 (0%)	Snow Up. Make Money. (Classic)

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](#)



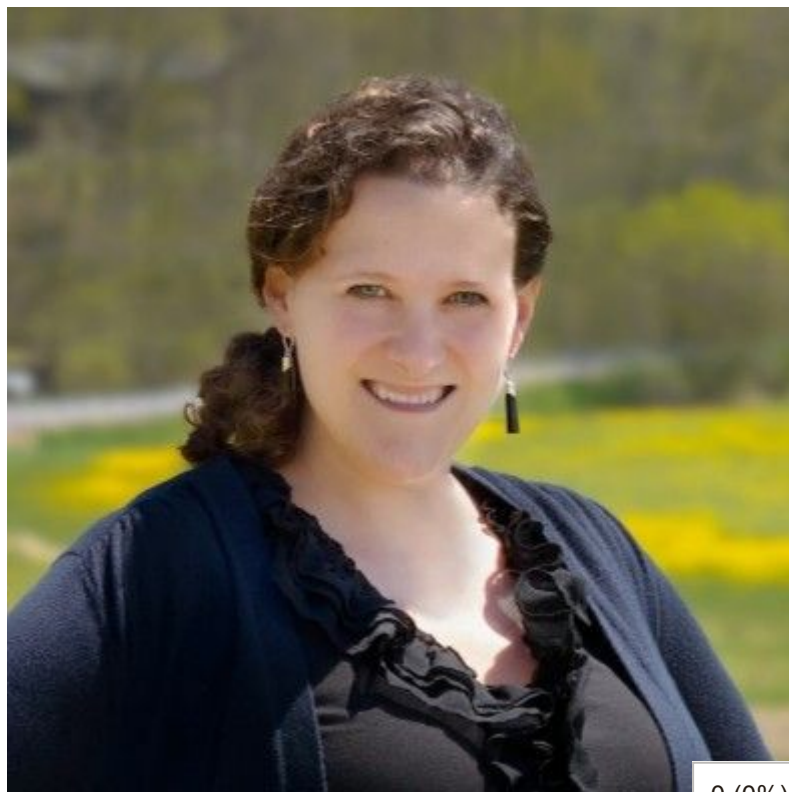
0 (0%) **working**

By [Tim Boltin](#), BNI Vermont Ambassadors

I have been a BNI partner for the last 6 years and am always looking for a better, smarter, and even faster way to do what I do. I like the idea of getting people excited about the BNI potential. Getting people involved with BNI has a pattern - like cooking. There are many parts of cooking that you cannot create a shortcut for. Regardless of what some TV Food stars tell you, you cannot cook any meal in thirty 1 (25%) It often takes more time.

[READ MORE](#)

Welcome Our Newest BNI Vermont Team Members



0 (0%)

We are proud to introduce you all to 0 (0%) [Danaher](#) who is a new addition to our [BNI Vermont Team](#) as an Ambassadors.

Julie Danaher is a referral partner with Queen City BNI in Burlington and represents the Residential Real Estate Agent in their chapter with [Ridgeline](#). 0 (0%) She has been with BNI for since August 2020 and has made a huge impact by representing her chapter as Visitor Host, President and Member. was her chapter's Givers Gain Member of the Year in 2023. S

We encourage you to reach out to Julie Danaher and congratulate her when

you see her at your BNI meeting!

2023 Ambassador Orientation was a huge hit!



We are so proud to welcome our 5 newest Vermont Professionals to this already spectacular team of Networkers! Check out their bios as we'll be featuring all five of them over the next few months. And be sure to give them a big WELCOME when you see them at your weekly BNI meeting!

Regional and National Events

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!

0 (0%)

Event Calendar

New Member Skills Workshop (hosted on Zoom)

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

Monday, May 22

Prosperity BNI ProActive Referral Workshop

Thursday, June 22nd, 11:00am-01:00pm

The Masters BNI Chapter Success Program (hosted on Zoom)

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

Champlain Connections BNI Chapter Success Program (hosted on Zoom)

Friday, May 5th, 09:15am-12:15pm

Wealth Builders BNI Chapter Success Program

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

Crossroads BNI Chapter Success Program

Thursday, May 18th, 09:00am-10:15am

Champlain Valley BNI Chapter Success Program (hosted on Zoom)

Tuesday, June 6th, 09:00am-12:00pm

Heart of Vermont BNI Chapter Success Program

Friday, June 9th, 09:15pm-12:15pm

BNI Vermont Leadership Team Roundtable

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

Gold Club and Rainmaker Celebration Mixer

Friday, June 9th, 5:00pm-9:00pm

BNI National Speed Networking (hosted on Zoom)

Tuesday, May 16th, 4:00pm-5:00pm

Tuesday, May 30th, 4:00pm-5:00pm

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

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

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

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

Wednesday, May 10th, 3:00pm-4:00pm

BNI Talks (Hosted on Zoom)

12 Ways to Generate Referrals

Friday, May 12th, 12:00pm-1:00pm

Marketing to Different Generations

Friday, May 19th, 12:00pm-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 \$599 for BNI Members! \$49 virtual and \$349 in-person will be available now at the link below.

0 (0%)

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



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.



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!**



The **BNI Member Success Program** is an online workshop for all new partners to support their first 90 days of partnership. Its 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

2023 New Member Skills Workshops

[May 22nd](#) 10:00am - 5:00pm

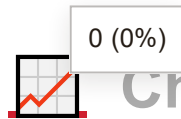
[July 31st](#) 10:00am - 5:00pm

All workshops are live and hosted on Zoom

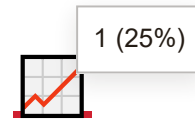
Pre registered attendees will receive the Zoom link and workbook the morning of the event



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

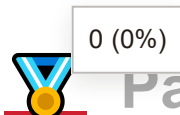
Who to Contact

Vickie Wacek

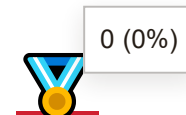
Contact Chapter Launch Directors

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.



Paul Richardson
Photographer
StoryWorkz Photography
Crossroads 0 (0%) Berlin
[LEARN MORE](#)



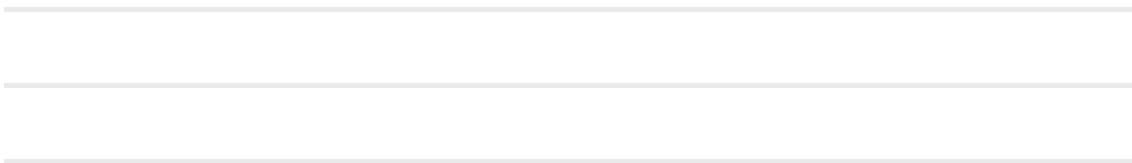
Jillian Rixon
Health & Wellness Products
Beautycounter Independent Consultant
Prosperity 0 (0%) Williston
[LEARN MORE](#)



Kristin Dearborn
Financial Advisor
Edward Jones
Heart of Vermont 0 (0%) BNI, Montpelier
[LEARN MORE](#)



Timothy Monty
Financial Advisor
Professional Financial Associates, LLC
Integrity Business 0 (0%) Essex Junction
[LEARN MORE](#)



New Partner 0 (0%)
[Cody Greene](#), Hadley Financial Group

Champlain Valley BNI

Renewed Participant 0 (0%)

Robert Caneco, Robert A. Caneco, R.A.
Tierata Ambo, Joe's Crew- You Name It We Clean It

6 Months Participant Attendance 0 (0%)

Travis Spence, Insurance
Robert Caneco, Robert A. Caneco, R.A.
E. Stacey Lax, Coldwell Banker Hickok & Boardman
Darlene LeClair, Lakeside Electric Inc.

Crossroads BNI

6 Months Participant Attendance 0 (0%)

Timothy Boltin, Decadence
Michael Bancroft, Cheeseman Insurance Group
Courtney Jarecki, Red
Charles Goodman, Goodman Construction, Inc.

Heart of Vermont BNI

Renewed Participant 0 (0%)

Howie Michaelson, Sun Catcher LLC

6 Months Participant Attendance 0 (0%)

Robin Freeman, Earle & Freeman, PLC
Julia Wilk, word & Web Design

Integrity BNI

6 Months Participant Attendance 0 (0%)

Lance Garrett, Garrett's Properties, LLC
Jeffrey Harton, Harton Associates

Middlebury BNI

Renewed Partner 0 (0%)

Cassandra 0 (0%) NEFCU

Mike Quinlan, Clover Ridge Media

6 Months Perfect Attendance 0 (0%)

Matt Stevers, Builders

Cassandra 0 (0%) NEFCU

Chad Hayes, Carter Insurance

Prosperity BNI

New Partner 0 (0%)

Stephanie Mack, Account Mobility LLC

6 Months Perfect Attendance 0 (0%)

Mary Capparuccini, Agent, Hadley Financial Group

Queen City BNI

New Partner 0 (0%)

Colin Pomeroy,

COMMONWEALTH FINANCIAL GROUP

Renewed Partner 0 (0%)

Cora Kreischer, waik In The Garden Nutrition LLC

6 Months Perfect Attendance 0 (0%)

Brittany Winfield, The Winfield Creative

Shelburne BNI

New Partner 0 (0%)

Laura Slesar, Kidpower Vermont

Renewed Partners 0 (0%)

Bernadette Thompson, Irish Roads LLC d/b/a

-Tell Me Our

Julie Thorpe, Spruce Mortgage

The Masters BNI

New Partner

[Josh Carpentier](#), STICKS & Stuff

6 Months ct Attendance

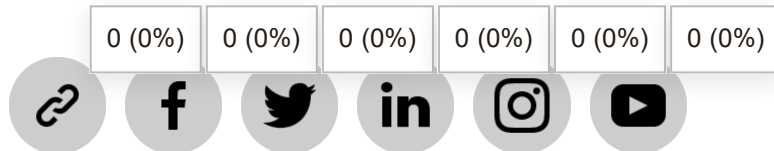
[Alex Duval](#), Wendell's Furniture

Virtual Vermont BNI

Wealth Builders BNI

6 Months ct Attendance

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



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