



Givers Gain[®] Monthly

From Our Executive Director

"Summertime is always the best of what might be." - Charles Bowden

Happy June, BNI Vermont! This month brings the official start of summer (although, the weather seems to have received an early memo on that this year ☺) and we're happy to take its lead!

The month of June gets to celebrate two big events here in BNI Vermont:
→ our annual **Gold Club and Rainmaker Reception** (which occurred on June 9th to celebrate our Gold Club and Rainmakers Club - see images below), and
→ the start of our **Annual Leadership Team Transition**, which started earlier this month with each of us submitting our Recommendations Forms.

It was such a pleasure to hob-nob with Vermont's strongest *Thank You For Closed Business* partners and Sponsorship partners at this year's Reception! We gathered at the SkyBox in Colchester, enjoyed some great food, networking, and trivia that had us all howling in laughter. Be sure to set your sights on generating over \$500,000 in business for other referral partners

(that's our Rainmakers Club) and/or sponsorship 6 professionals into any BNI Vermont chapter (that's our Gold Club).

Our Leadership Team Transition has some pretty big milestones coming up in the next few months.

→ By the end of June, your incoming President, Vice President, and Secretary/Treasurer will be confirmed.

→ By mid-July, all 2023-2024 roles will be locked in

→ By July 21st all [Confirmation Forms](#) will be submitted

And we'll celebrate a job well done together at our annual BNI Vermont Summer Picnic on Friday, July 28th. Mark your calendars and [click here to register!](#)

Then our Leadership Teams will meet on [August 8th to create our 2023-2024 business plan](#) and we'll all meet up in person on September 11th and 12th for Chapter Team Training in the Burlington area!

Lastly, it is such a pleasure to recognize the over 100 of you for your accomplishments in 2022! Each chapter received the list of their winners and awards, and we are excited to celebrate our state-wide 2023 Award recipients!

2022 Most Referrals Given

Dr. Julieta Rushford Santiago - Holistic Julieta

Prosperity BNI - 96 Referrals Generated in 2022!

2022 Most Thank You For Closed Business

Kate Parker - Appalachian Benefits Group

Queen City BNI - \$461,114 Generated in 2022!

2022 Most Visitors

Mollie Lannen - CW Creative

Queen City BNI - 25 Visitors in 2022!

2022 One-to-Ones

Jennifer Partch - JPW Accounting Services, LLC

Middlebury BNI - 172 One-to-One Meetings in 2022!

2022 Most Continuing Education Units

Steve Hartmann - Affiliated Associates

The Masters BNI - 237 Continuing Education Units in 2022!

2022 Perfect Attendance Awards

Stacey Lax - Coldwell Banker Hickok & Boardman

Brad Conger - North County Repair Service

Robert Caneco - Robert A. Caneco, R.A.

Michael Languasco - M&T Bank

Champlain Valley BNI - No lates, absences, substitutes, or leaves of absence in 2022!

Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip: Virtually Removing “But” from Our Vocabulary



For many of us, a short trip down memory lane can bring recollections of Storytime; from our parents, our family, and maybe our teachers. This is no new fangled concept in our culture. The majority of human existence has occurred without the written language, and the only way we have been able to maintain

our history and knowledge is through the telling of stories.

Since stories are the lifeblood of human civilization and have a deep connection to our ancestry and heritage, it has become a crucial part of how our brains filter and take in information! This means that stories are a powerful and important part of every relationship we establish; they help us establish relationships with depth, meaning, and results.

In BNI, the ability to uncover stories from our lives and use them throughout our time together in our networking groups is the most powerful tool we have to communicate our passion and expertise to our fellow referral partners. Stories have the power to translate intention, visuals, and lessons learned, and result in a higher chance of our stories being remembered by those who hear us.

Reflecting back on the last time you took the New Member Skills Workshop (attend annually for best results), you'll remember the two goals of a Weekly Presentation:

Goal #1

Be so clear and specific that you get a referral today

Goal #2

Be so clear and specific that your training is easy to remember and gets you referral in the future

Well, today's networking tip is about just that - setting you up to speak in such a way that you trigger others to be able to help you. And stories are a pivotal part of achieving those goals! Be sure to listen to this amazing BNI podcast from January 2023 to learn more about how to tell stories in ways that get you results.

- *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

May 17: [Episode 809](#): BNI in Smaller Markets

May 24: [Episode 810](#): Strengths and Weaknesses of a Network

May 31: [Episode 811](#): Complaining Is Not an Olympic Event

June 07: [Episode 812](#): Being Intentional About Diversity (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



Working the Ingredients of BNI

By [Justin Loati](#), BNI Vermont Director Consultants
BNI is like a passionate skilled chef with great ingredients; there is something good in every ingredient - you just need to know how to showcase it. I find giving and getting referrals in BNI is much the same. [READ MORE](#)

Welcome Our Newest
BNI Vermont Team Members



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

Mary Capparuccini is a referral partner with Prosperity BNI in Williston and represents the Financial Advisor in their chapter with [Hadley Financial Group](#). She has been with BNI for Since August 2021 and has made a huge impact by representing her chapter as Member, Vice President and Ambassador. and she is her chapter's Givers Gain Member of the Year in 2023 and she was Rookie of the Year in 2022.

We encourage you to reach out to Mary Capparuccini and congratulate them when you see them 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!

Another amazing Leadership Team Roundtable is complete!



Dozens of Vermont's best leaders met to put #lifelonglearning to work on May 15th in Richmond Vermont! We had an in-depth discussion about our annual Leadership Team Transition which starts this month, as well as a workshop and discussion on visitors, their needs and wants, and how we can help them get the most out of visiting our referral teams. Our next rendez-vous will be on Tuesday, August 8th for our annual Chapter Business Plan Workshop 🤝

New Member Skills Workshop graduates!



Congratulations to our May 22nd New Member Skills Workshop graduates! These stellar professionals joined us to build their networking skills around their Weekly and Feature Presentations, their One-to-Ones, and their Contact Spheres. All are welcome to join us for the next workshop on Monday, July 31st from 3-5pm on Zoom. Registration required at BNIVermont.com > Calendar.

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, July 31st, 3:00-5:00pm

Queen City BNI Chapter Success Program

Wednesday, June 14th, 08:00am-11:00am

Heart of Vermont BNI Chapter Success Program

Friday, June 23rd, 09:15am-12:15pm

Prosperity BNI ProActive Referral Workshop

Thursday, July 13th, 11:00am-01:00pm

BNI National Speed Networking (hosted on Zoom)

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

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

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

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

Tuesday, August 1st, 4:00pm-5:00pm

BNI DEI Panel: PRIDE Month 2023 (Hosted on Zoom)

Wednesday, June 14th, 3:00pm-4:00pm

BNI Vermont Summer Picnic

Friday, July 28th, 4:00pm-9:00pm

BNI Vermont Chapter Business Plan Workshop (Hosted on Zoom)

Tuesday, August 8th, 12:00pm-3:00pm



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.

[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 4:30pm 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!**



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



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 Workshop

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.



Katie Paquette

Personal Services

Moments By Kate

Wealth Builders BNI, South Burlington

[LEARN MORE](#)



Elizabeth Horne

Chiropractor

Farrell Chiropractic Center

The Masters BNI, Colchester

[LEARN MORE](#)



Julie Thorpe

Residential Mortgages

Spruce Mortgage

Shelburne BNI, Shelburne

[LEARN MORE](#)



Andy Skypack

Finance & Insurance

Kinney Insurance

Queen City BNI, Burlington

[LEARN MORE](#)

Monthly Achievements





Julie Danaher
Residential Real Estate Agent
Ridgeline

Queen City BNI
 **3rd Month!** 

BNI
VERMONT



Chapter
Traffic Lights
Report

CHAPTERS IN THE GREEN

Congratulations to
Queen City BNI

To access your Chapter's Traffic Lights Report, go to:
BNICConnect.com → Reports → Chapter → Chapter Traffic Lights

Champlain Connections BNI

Renewed Partners

[Nicholas Martin](#), Burlington Telecom

[Caroline Matte](#), Caroline Matte – Creative Services

6 Months Perfect Attendance

[Jason Nickerson](#), Magee Office Products

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

Champlain Valley BNI

Renewed Partners

Name, Business

6 Months Perfect Attendance

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

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

Crossroads BNI

New Partners

[Sam Dworkin](#), DL Vermont

Renewed Partners

[Michael Bancroft](#), Cheeseman Insurance Group

6 Months Perfect Attendance

[Charles Goodman](#), Goodman Construction, Inc.

[Courtney Jarecki](#), Yancey Red

[Michael Bancroft](#), Cheeseman Insurance Group

Middlebury BNI

6 Months Perfect Attendance

[Cassandra Ellison](#), NEFCU

[Chad Hayes](#), Carter Insurance

[Matt Stevers](#), Buckeye Builders

Prosperity BNI

6 Months Perfect Attendance

[Mary Capparuccini, Agent](#), Hadley Financial Group

Queen City BNI

New Partners

[Liisa Reimann](#), Liisa Reimann Copywriting
[Sasha Weilbaker](#), Freelance Content Writer
[Mike Lannen](#), Eternity

Renewed Partners

[Jay Cummings](#), Peoples Trust Company

6 Months Perfect Attendance

[Antonio Federico-Coppola](#), True Warrior Fitness

[Brittany Winfield](#), The Winfield Creative

Shelburne BNI

New Partners

[Michelle Sudol](#), Lightning Sports Medicine

The Masters BNI

New Partners

[Peter Schubart](#), Law Office of Peter B. Schubart, PLLC

Renewed Partners

[Cory Irish](#), Prop Ready LLC

[Austin Casey](#), Stanley Steemer

[Zachary Dunn](#), Painting With Purpose

[Kristy Benoit](#), Balance to Thrive in Wellness, LLC

[Tracy Stolese](#), Shelburne Gift Company

6 Months Perfect Attendance

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

Virtual Vermont BNI

New Partners

[Dalton Short](#), Aflac

6 Months Perfect Attendance

[Heidi Fortsch](#), Dirty Girl Coaching

Wealth Builders BNI

6 Months Perfect Attendance

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



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