



Givers Gain[®] Monthly

From Our Executive Director

"Some of the best memories are made in flip flops" - Kellie Elmore

Happy July, BNI Vermont! Minus some surprising smoke experiences state-wide, it's been a rather lush and beautiful summer so far and we here at BNI Vermont hope you continue to take every opportunity to enjoy it!

As you saw from the email earlier this month, BNI Vermont is undergoing a wonderful transition! We are currently seeking BNI Vermont's next Executive Director and want to encourage you to reach out if you are interested in this role, and to spread the word to individuals you know who are motivated by people and business. I will be coaching our next Executive Director to success so that there is little to no negative impact to what BNI Vermont is providing. In fact, I see this transition as opening a door to new insights and motivation for everyone one of you! If you have any questions about this transition, contact me at Vickie@BNIVermont.com.

Are you coming on July 28th?

Our annual BNI Vermont Summer Picnic will be hosted on the Burlington Waterfront at the Upper Pavilion at Oakledge Park. [And we need you to register](#) ! BNI Vermont will provide grillables - you bring a shareable potluck item to round out the picnic. And don't forget your family and pets on leashes! We'll network, laugh, and even make a few new business connections (a VERY common occurrence at this event).

3 (16.7%)

Have you submitted your Confirmation Form?

To make your annual October 1st Leadership transition fluid and precise, we need every BNI Vermont partner to **submit your [Confirmation Form by Friday, July 21st](#)**. Even those of you who are not taking on a role need to submit this form. It allows the small (but mighty!) BNI Vermont Tteam to get prepared for Chapter Team Training on Monday and Tuesday, September 11th and 12th in Burlington (location will be announced by August). Thank you for being a passionate, reliable referral partner and leader in your industry! We look forward to hosting all of you in September!

3 (16.7%)

And lastly we are celebrating our state-wide award winners from 2022! These individuals rank the highest in the states based on their achievements throughout 2022 and it's so great to recognize them again and again. Seek these individuals out at BNIVermont.com in the *Member* section.

2022 Chapter of the Year

Queen City BNI - Burlington, Vermont

\$2,033,029 in Thank You For Closed Business generated!

Highest Vermont Chapter Score of 52 in 2022!

2022 Leadership Team Member of the Year

Janina McCue - Red Poppy Cakery

Queen City BNI - Chapter President

2022 Supporting Leadership Team Member of the Year

Brittany Winfield - The Winfield Creative

Queen City BNI - Chapter Webmaster

2022 Ambassador of the Year

Mollie Lannan - CW Creative

Queen City BNI - on the BNI Vermont Team since June 2017

3rd time winning this award!!

2022 Director Consultant of the Year

Erik Kolomaznik - CK Financial

Shelburne BNI - on the BNI Vermont Team since June 2017

5th time winning this award!

2022 State-Wide Givers Gain Member of the Year

Dr. Julieta Rushford Santiago - Rushford Chiropractic

Prosperity BNI

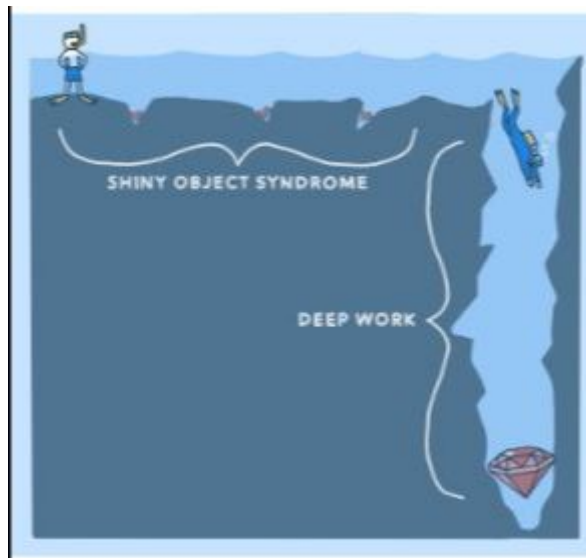
Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

**Monthly Networking Tip:
Am I a Mile Wide or a Mile Deep?**



Jack of all trades versus Field Expert
In business versus in life

You may be familiar with the saying “An inch wide and a mile deep”, and today’s networking tip is all about how the deep truth of these few short words can help us or hinder us as we build our businesses through networking.

Hindrances:

Using jargon, lingo, and acronyms that are specific to the depth of knowledge you have about your industry.

Speaking in depth before you have credibility

Pros:

Specific is terrific.

Clarity of goals means clarity of focus and clarity of communication

- Vickie Wacek, Executive Director, BNI Vermont

Podcasts

BNI
bnipodcast.com

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

2 (11.1%) Podcast = 1 CEU

- June 14: [Episode 81](#) 2 (11.1%) **Communication More Powerful**
- June 21: [Episode 81](#) 2 (11.1%) **h Gain, End with Give**
- June 28: [Episode 81](#) 2 (11.1%) **our Referral Sources**
- July 05: [Episode 81](#) 2 (11.1%) **Can an Introvert? (Classic Podcast)**

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



Master Your Money Mindset

By **Mironda Meyer**, BNI Vermont Director Consultant

Memories of childhood might come up and statements like “Money is the root of all evil”, “Money doesn’t grow on trees”, “Do you think I’m made of money?” were [heard](#) frequently in your home.

[READ MORE](#)

Welcome Our Newest BNI Vermont Team Members



0 (0%)

We are proud to introduce to [Samantha Ciccone](#) who is a new addition to our [BNI Vermont Team](#) as an Ambassador.

Samantha Ciccone is a referral partner with Heart of Vermont BNI in Montpelier and represents the tial Mortgages in their chapter with [Movement Mortgage](#). She has been with BNI for Since June 2022 and has made a huge impact by representing her chapter as Member, Ambassador and she was Rookie of the Year in 2023

We encourage you to reach out to Samantha Ciccone 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!

0 (0%)

Event Calendar

New Member Skills Workshop (hosted on Zoom)

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

BNI National Speed Networking (hosted on Zoom)

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

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

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

Tuesday, August 8th, 4:00-5:00pm

Tuesday, August 15th, 4:00-5:00pm

Tuesday, August 22nd, 4:00-5:00pm

Brattleboro Referral Group Meet Up

Wednesday, July 26th, 8:30-10:00am

BNI Vermont Chapter Business Plan Workshop (Hosted on Zoom)

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

BNI Vermont Summer Picnic

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



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!](#)



TENTH ANNUAL
BNI VERMONT
AWARDS BANQUET
FRIDAY, APRIL 7TH, 2023
5:30pm to 10:00pm
EMERALD BALLROOM
DOUBLETREE BY HILTON, BURLINGTON

Mark Your Calendars and Join in 2023!

[TICKETS are on sale now!](#)



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 90 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 Workshops

0 (0%)

[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 0-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.



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!

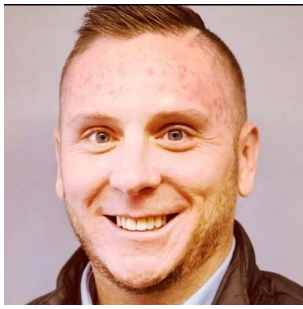
BNI Vermont chapters have just launched the annual Drive For Five partnership competition! We also look forward to celebrating new additions to the BNI Vermont Gold Club!

Build your business, build your chapter, and help your chapter drive to higher levels! Good luck, and we look forward to celebrating you and your chapter's success over the coming months!



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.



Chad Hayes
Personal Lines
Carter Insurance
 Middlebury 0 (0%) Middlebury
[LEARN MORE](#)



Stephanie Mack
Certified Public Accountant (CPA)
Account Mobility LLC
 Prosperity 0 (0%) Williston
[LEARN MORE](#)



Brittany Winfield
Social Media
The Winfield Creative
 Queen City 0 (0%) Burlington
[LEARN MORE](#)



Brendan Walsh
Finance & Insurance (Other)
Quantum Leap Capital
 Shelburne 0 (0%) Shelburne
[LEARN MORE](#)

Monthly Achievements



0 (0%)

Julie Danaher
Residential Real Estate Agent
Ridgeline

Queen City BNI
 🙌 **4th Month!** 🙌

0 (0%)

Brittany Winfield
Social Media
The Winfield Creative

Queen City BNI
 🙌 **6th 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**

New Partners

Name, Business

Renewed Partners 0 (0%)

Shannon J. 0 (0%) Green Mountain Solar

Richard Fox, Law Office of Richard J. Fox
PLLC

6 Months Performance Attendance 0 (0%)

Catherine Molle 0 (0%) Tony Boutique

Jason Nickerson 0 (0%) Tee Office Products

Rosann Kramer, J & R Kramer Inc d/b/a

Runway Au 0 (0%)

Steve Fuchs, Steve Fuchs Health Coaching

**Champlain
Valley BNI**

New Partners

Name, Business

Renewed Partners

Name, Business

6 Months Performance Attendance 0 (0%)

Darlene LeCl 0 (0%) Beside Electric Inc.

Jackie Budgor 0 (0%) Lotus Cleaning

Robert Caneco, Robert A. Caneco, R.A.,
Architect

**Crossroads
BNI**

New Partners 0 (0%)

Tiffany Garrett, Rich Jones State Farm

Renewed Partners

Name, Business

6 Months Performance Attendance 0 (0%)

Charles Goodman, Goodman Construction,
Inc. 0 (0%)

Courtney Jarecki, Yancey Red

Heart of Vermont BNI

New Partners

Name, Business

Renewed Partners

Name, Business

6 Months Perfect Attendance

Name, Business

Middlebury BNI

New Partners

Name, Business

Renewed Partners

Name, Business

6 Months Perfect Attendance

[Chad Hays](#), Insurance

[Matt Stevers](#), Buckeye Builders

Prosperity BNI

New Partners

Name, Business

Renewed Partners

Name, Business

6 Months Perfect Attendance

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

Queen City BNI

New Partners

Name, Business

Renewed Partners

[Andy Skypack](#), Insurance

[Heather Belanger](#), Lacillade's Home Design Center

6 Months Perfect Attendance

[Brittany Winfield](#), Winfield Creative

[Heather Belanger](#), Lacillade's Home Design Center

Shelburne BNI

New Partners 0 (0%)
[Craig Stever](#), Hart Distillery
[Emma Carter](#), Carter Insurance Agency LLC
Renewed Partners 0 (0%)
[Julie Gaboriau](#), Coldwell Banker Hickok &
Boardman 0 (0%)
[Gillian Franks](#), Feidenkrais With Gillian
Franks 0 (0%)
[Adrian Bannister](#), Impact Marketing
6 Months Perfect Attendance
Name, Business

The Masters BNI

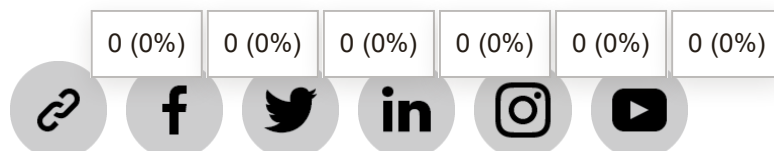
New Partners
Name, Business
Renewed Partners
Name, Business
6 Months Perfect Attendance 0 (0%)
[Alex Duval](#), Wendell's Furniture

Virtual Vermont BNI

New Partners
Name, Business
Renewed Partners
Name, Business
6 Months Perfect Attendance 0 (0%)
[Heidi Fortsch](#), Dirty Girl Coaching

Wealth Builders BNI

New Partners
Name, Business
Renewed Partners
Name, Business
6 Months Perfect Attendance
Name, Business



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