




Givers Gain[®] Monthly

From Our Executive Director

"In every success story, you will find someone who has made a courageous decision." - Peter F. Drucker

Happy August, BNI Vermont! It's been a wild, wet, and for many of us, difficult and unexpected summer. We hope that you're all safe and thriving despite the unexpected hurdles being experienced. 

We've got some big events coming up that create amazing momentum for your business!

First, we'll start with announcing the start of our annual **Drive For Five** on September 1st! Each year chapters who achieve 5 new referral partners between September 1st and December 31st win a chapter mixer hosted by BNI Vermont! Our 2022 winner, The Masters BNI in Colchester Vermont chose a chapter-wide event at Burly Axe Throwing in Burlington! ***What will your chapter choose when you win?***

Next is our annual **Chapter Business Plan Workshop** on Tuesday, August 8th! All current and incoming Leadership Teams will meet en masse to learn about business planning and then discuss and plan your chapter's 2023-2024 Goals and Plan. The insight and application that your Leadership Teams get to absorb will also translate directly to their businesses to help them focus and implement growth. It's goooooood to be on the Leadership Team 😊

For all of us, annual **Chapter Team Training** is just around the corner on Monday and Tuesday, September 11th and 12th. Make sure that your calendar is marked for the session(s) you'll be attending (you signed up for this via your Confirmation Form), and be sure to book time for open networking so that you get ample opportunity to meet professionals from other chapters and build your referral network.

We're grateful to all of this year's advertisers who through their focus on creating Visibility for themselves, are also providing us the opportunity to afford our beautiful and easily accessible venue this year. We are excited to welcome **Mike Lannen with Eternity** as this year's Event Advertiser! Mike is a referral partner with Queen City BNI and holds the Digital Marketing classification with this Burlington chapter.

And lastly, our annual October 1st transition is steadily approaching! We want to encourage everyone to take this opportunity to reflect on what you've achieved in the previous year of your referral marketing efforts and put plans in place to increase those gains in the 2023-2024 term. That may mean addressing how you prepare for your weekly meetings, who you'll be strategically scheduling 1-2-1s with, and visiting other BNI chapters here in Vermont and beyond to build your web of connections.

Happy Networking everyone!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip: What I Gave Up When I Used an Excuse



Throughout my life I've struggled on and off with time management, over commitment, and juggling the realities of work, family, hobbies, and the impact of sudden shifts in my life (anyone thinking of Vermont's recent flooding?). All of these have resulted in my use of the good ol' excuse (a reason or explanation put forward to defend or justify a fault or offense).

Our culture has made it acceptable to have an excuse for everything. We've watched the adults in our lives use excuses since we were young and we're encouraged to use them throughout our adult lives.

Now I'm not talking about true justifications for why we may have dropped the ball. Justifications are reasons, facts, or circumstances that explains or defends why something went awry. However, when I reflect on my rationale for dropping the ball, the water can get muddy whether or not I'm using an excuse or a true justification. And regardless, each time I drop the ball, I cause harm to the quality and strength of the relationships I have with others (check out this amazing article by Rosann Kramer from September 2019's Givers Gain Newsletter). Consider this - every time I use an excuse, I hurt my referrability.

So today's networking tip is about first, bringing awareness to our use of excuses, and second, providing insight about how you might find a solution to this Relationship-Harming problem.

Truths

- You are a business owner, consultant, or employee
- You are busy (BNI's Founder, Dr. Ivan Misner prefers to say "My life is full" - please steal this from him 😊)
- Stuff comes up and you suddenly have to let someone down (yourself, a customer, a referral partner, a friend, etc)

Let's not ignore our humanity. We've been taught to keep busy - it's the American Way. But when our busyness causes harm to our lives, making things more complicated and maybe even drama-filled, it's worth taking the time to find solutions.

Solutions

- Avoid toxic people-pleasing (here's a fascinating article on this).
- Be a mile deep and an inch wide, not a mile wide and an inch short. In other words, find the areas of your life that you want to go deep into (examples: being a parent, honing out a niche in your industry, rocking the Education Coordinator role, etc) and then find other people to take on the other parts of your life or business (refer to someone else in your contact sphere, hire virtual assistants, CPAs/CFOs-for-hire, HR companies, graphic designers, social media experts, house cleaners etc)
- Practice different ways of time management until you figure out the type that works for you. Here are some techniques you could try.

In summary, it's important to put yourself out there - to take on responsibilities and complete each task you set your mind to. It's also important to reflect on how you're balancing everything so that you rarely, if ever, drop the ball. When you do this, you'll enjoy life more and your relationships will flourish because of it!

- 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

July 12: [Episode 817](#): Talking on Eggshells with Complainers

July 19: [Episode 818](#): Talking on Eggshells with Angry People

July 26: [Episode 819](#): The Importance of One-to-Ones

Aug 02: [Episode 820](#): The 7 Principles of Givers Gain (Classic Podcast)

Aug 09: [Episode 821](#): Impacting Lives Positively

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](#)



Striking the Perfect Balance By [Michael Bancroft](#), BNI Vermont Ambassadors

When it comes to business and networking, finding the right balance between humor and professionalism is crucial. BNI weekly presentations and feature presentations provide a valuable platform for professionals to showcase their expertise and establish meaningful connections with fellow referral partners. [READ MORE](#)

Welcome Our Newest BNI Vermont Team Members



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

James Clark is a referral partner with Middlebury BNI in Middlebury and represents the Training & Coaching in their chapter with [Focal Point Coaching](#). He has been with BNI for since October 2022 and has made a huge impact by representing his chapter as Member, Education Coordinator, Ambassador, President and he was Rookie of the Year in 2023.

We encourage you to reach out to James Clark 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 July 31st 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,

September 25th from 3-5pm on Zoom. Registration required at
BNIVermont.com > Calendar.

Event 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!

New Member Skills Workshop (hosted on Zoom)

Monday, September 25th, 3:00-5:00pm

BNI National Speed Networking (hosted on Zoom)

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

Tuesday, August 29th, 4:00-5:00pm

Tuesday, September 05th, 4:00-5:00pm

Tuesday, September 12th, 4:00-5:00pm

Tuesday, September 19th, 4:00-5:00pm

BNI Talks: Live Your Life Debt-Free (hosted on Zoom)

Friday, August 18th, 12:00-12:55pm

BNI Talks: Humanity of BNI: Finding the Correlation Between Giving and Profitability (hosted on Zoom)

Friday, August 25th, 12:00-12:55pm

President Trainings

Monday, September 11th, 8:00am-1:00pm

Tuesday, September 12th, 12:00pm-5:00pm

Wednesday, September 13th, 12:00pm-5:00pm

Thursday, September 14th, 12:00pm-5:00pm

Vice President & Membership Committee Training

Monday, September 11th, 8:00am-1:00pm

Tuesday, September 12th, 12:00pm-5:00pm

Secretary/Treasurer Training

Monday, September 11th, 8:30am-1:00pm

Tuesday, September 12th, 12:00pm-4:30pm

Mentors & Mentor Coordinator Training

Monday, September 11th, 9:00am-1:00pm

Tuesday, September 12th, 12:00pm-4:00pm

Visitor Hosts & Visitor Host Coordinator Training

Monday, September 11th, 12:00-4:00pm

Tuesday, September 12th, 9:00am-1:00pm

Chapter Training - Event Coordinator & Chapter Webmaster

Monday, September 11th, 12:00-3:00pm

Tuesday, September 12th, 10:00am-1:00pm

Education Coordinator Training

Monday, September 11th, 12:00-3:00pm

Tuesday, September 12th, 10:00am-1:00pm

Marketing Team Training

Monday, September 11th, 12:00-3:00pm

Tuesday, September 12th, 10:00am-1:00pm

Annual BNI Vermont Chapter Team Training



2023 Annual Chapter Team Training

Monday, September 11 & Tuesday, September 12, 2023

Delta Hotel Conference Center, 1117 Williston Rd, South Burlington Vermont

MONDAY, SEPTEMBER 11 th , 2023						
Main Hallway	Carriage Room	Salon DE	Salon F	Salon ABCG		
8:00 AM	Open Networking	President Session 8:00am-12:00pm	Vice President & Membership Committee Session 8:00am-12:00pm	Secretary / Treasurer Session 8:30am-12:00pm	Mentor & Mentor Coordinator Session 9:00am-12:00pm	8:00 AM
8:30 AM						8:30 AM
9:00 AM						9:00 AM
9:30 AM						9:30 AM
10:00 AM						10:00 AM
10:30 AM						10:30 AM
11:00 AM	General Session - Salon ABCG (all attendees)				11:00 AM	
11:30 AM					11:30 AM	
12:00 PM					12:00 PM	
12:30 PM					12:30 PM	
1:00 PM	Open Networking	Education Coordinator Session 1:00pm-3:00pm	Marketing Team Session 1:00pm-3:00pm	Visitor Host & Visitor Host Coordinator Session 1:00pm - 3:00pm	1:00 PM	
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4:30 PM					4:30 PM	
5:00 PM					5:00 PM	

TUESDAY, SEPTEMBER 12 th , 2023						
Main Hallway	Carriage Room	Salon DE	Salon F	Salon ABCG		
8:00 AM	Open Networking	President Session 1:00pm-3:00pm	Vice President & Membership Committee Session 1:00pm-3:00pm	Secretary / Treasurer Session 1:00pm-3:00pm	Mentor & Mentor Coordinator Session 1:00pm-3:00pm	8:00 AM
8:30 AM						8:30 AM
9:00 AM						9:00 AM
9:30 AM						9:30 AM
10:00 AM						10:00 AM
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5:00 PM					5:00 PM	

BNI VERMONT

2023 Annual Chapter Team Training

"If you want to go fast, go alone. If you want to go far, go with others." - African Proverb

Great things in BNI are not the result of one partner's actions; they are accomplished through a whole chapter effort. The key to your success in BNI is based on your chapter as a whole. Hence, **Annual Chapter Team Training!** Your annual attendance is part of your partnership and leads to a cohesive team. Review the details below for a full layout of this year's training. You will be registered by the BNI Vermont Office for your training based on your completed "Confirmation Form" in July.

Critical Information:

- The manual for your incoming role will be emailed to you by mid-August in PDF form. Printed manuals will be provided free of charge thanks to a donation from Mollie Lannen and CW Creative from Queen City BNI.
- The cost for this September training is (free and) included in your partnership dues.
- **Every chapter with 100% attendance wins a chapter branded item up to \$250 in value!**
- **Chapter Training attendance is a required part of BNI partnership, and if you aren't taking on a role, attend any role you are interested in learning more about. A reminder that all roles build your Visibility, Credibility, and Profitability.**
- If training is in person, coffee and tea will be provided during morning sessions, and water will be available all day. Attendees are welcome to bring their own food. No food is provided.
- You will be registered for your training by the BNI Regional Office via your completed Confirmation Form.

Open Networking

Be sure to arrive early and stay late for Open Networking both days of training! Everything we do in BNI is about Building Relationships, so take this important opportunity to meet new referral partners with our "Givers Gain" mindset!

Chapter Training is a great opportunity to:

- Network with hundreds of other Vermont businesses.
- Make new connections, Contact Spheres, and Power Teams.
- Learn valuable professional skills to grow your business.
- Strengthen your chapter to benefit every professional.
- Grow your business through BNI and find more success!

Next steps...

- **By Friday, July 14th** your role will be finalized by your Incoming Leadership Team.
- Once you have accepted your new role beginning October 1st, your Leadership Team will have you complete a Confirmation Form for that role, where you will choose the date and time of your training.
- **By Friday, July 21st** all Confirmation Forms will be completed online.
- **By mid-August** all partners will be registered by the BNI Regional Office for their respective training and your manual will be emailed to you.
- **Put your training date in your calendar** and be sure to include networking time!
- Look forward to increasing your knowledge, expanding your comfort zone, and increasing your business!
- Mentoring for your role will be provided by the partner in your chapter who currently holds this role.

When 100% of your chapter participates in this training, you will see a drastic shift in positive culture and function throughout your chapter. Your goal is to not only attend, but make sure that all of your partners are in attendance.

Each chapter with 100% attendance will win \$250 in Chapter Branding!

Annual BNI Vermont Chapter Team Training
Monday, September 11th and Tuesday, September 12th
Delta Hotel Conference Center, 1117 Williston Road, South Burlington, Vermont
Attend as many sessions as you like!
Show up early and stay late for Open Networking to build your referral connections!
Thank you to this year's Event Advertiser, Mike Lannen with Eternity, and to our many other advertisers for helping make this event possible!



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!](#)



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 Workshops

[Sep 25th](#) • 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!

BNI
VERMONT

**DRIVE
FOR
FIVE**

!!!!!!!!!!!!!!!!!!!! *SEPTEMBER 1 – DECEMBER 31, 2022* !!!!!!!!!!!!!!!!!!!!!

Induct 5 NEW PARTNERS to Win!

EVERY CHAPTER

that inducts 5 new partners
with application dates on or between
September 1 – December 31, 2022
will receive a

chapter mixer hosted by BNI Vermont!

EVERY PARTNER

who sponsors a new partner
with an application date on or between
September 1 – December 31, 2022
will receive a

\$40 Gift Card to any Vermont-Based Business!



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!



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.



Elizabeth Horne
Health & Wellness - Chiropractor
Farrell Chiropractic Center
The Masters BNI, Colchester
[LEARN MORE](#)



Michael Sacco
Consulting - Business
Stratalyne Business Solutions, LLC
Virtual Vermont BNI, Montpelier
[LEARN MORE](#)



Rick Gomez
Construction - Electrician
RVG Electrical Services LLC
Wealth Builders BNI, South Burlington
[LEARN MORE](#)



David Rose
Computer & Programming
Rose Computers
Champlain Connections BNI, Burlington
[LEARN MORE](#)

Monthly Achievements

BNI
VERMONT



100 CLUB

Perfect Score of 100 in the
Power of One Report



Julie Danaher
Residential Realtor with



5TH
MONTH!

BNI 100 CLUB

Julie Danaher
Residential Real Estate Agent
Ridgeline



Queen City BNI
5th 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

Renewed Partners

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

6 Months Perfect Attendance

[Catherine Moller](#), SidePony Boutique

[Jason Nickerson](#), Magee Office Products

[Rosann Kramer](#), J & R Kramer Inc d/b/a

Runway Auto

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

Champlain Valley BNI

6 Months Perfect Attendance

[Jackie Budgor](#), Blue Lotus Cleaning

[Kelsey Chitester](#), NBT Bank

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

Architect

Crossroads BNI

6 Months Perfect Attendance

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

[Courtney Jarecki](#), Yancey Red

Middlebury BNI

Renewed Partners

[Jennifer Partch](#), JPW Accounting Services,
LLC

6 Months Perfect Attendance

[Matt Stevers](#), Buckeye Builders

Prosperity BNI

6 Months Perfect Attendance

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

Queen City BNI

New Partners

[Christine Badalamenti Smith](#), OGGI BE

[Sarah Dudley](#), True Path Wellness

Renewed Partners

[Lisa Taft Sylvester](#), Interrobang Design
Collaborative

6 Months Perfect Attendance

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

The Masters BNI

6 Months Perfect Attendance

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

Virtual Vermont BNI

New Partners

[Kazmin Thibault](#), Neo Home Loans

[Scott Tetreault](#), Century21 The One

Wealth Builders BNI

New Partners

[Kristin Dearborn](#), Edward Jones

[Cassandra Ellison](#), NEFCU

Renewed Partners

[John Jacob](#), John Jay Entertainment

[Katie Paquette](#), Moments By Kate



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