

September 2023 | Volume 10, Issue 1



Givers Gain[®] Monthly

From Our Executive Director

"The only way to do great work is to love what you do." - Steve Jobs

Happy September, BNI Vermont! We're headed into leaf-peeping season, the days are getting shorter and cooler, and we're just a couple of weeks away from our October 1st Leadership Team Transition!

Chapter Team Training last week was a wonderful success! Hundreds of you made the trip to South Burlington to network and put our [Lifelong Learning](#) to work! With what you gleaned our dream is that you're now set up with deeper motivation and insight in how to leverage your chapter role for the benefit of your business and the businesses that you'll be supporting through your role. We had so many hands on deck to make this happen. Be sure to reach out and say thank you if you recognize one of these names!

President Trainers - [Erik Kolomaznik](#) (CK Financial - Employee Benefits with Shelburne BNI) & Vickie Wacek (BNI Vermont)

Vice President & Membership Committee Trainer - [Gina Buchanan](#) (Encanto Kitchen - Caterer with Virtual Vermont BNI)

Secretary/Treasurer Trainer - [Richard Fox](#) (Law Office of Richard Fox - Real Estate Law with Champlain Connections BNI)

Visitor Host Trainer - [Julie Danaher](#) (Ridgeline Real Estate - Residential Realtor with Queen City BNI)

Mentor Team Trainer - [Erin Perrin](#) (Academy Mortgage - Mortgages with Queen City BNI)

Marketing Team Trainer - [Brittany Winfield](#) (The Winfield Creative - Social Media Expert with Queen City BNI)

Education Coordinator Trainer - [Erik Kolomaznik](#) (CK Financial - Employee Benefits with Shelburne BNI)

We are also excited to celebrate all of our generous advertisers

Event Advertiser - Eternity and [Mike Lannen](#) (Digital Marketing with Queen City BNI)

General Session Advertiser - Runway Auto and [Rosann Kramer](#) (Collison Auto Repair with Champlain Connections BNI)

Salon DE Advertiser - The Law Office of Richard J Fox PLLC and [Richard Fox](#) (Real Estate Attorney with Champlain Connections BNI)

Salon F Advertiser - Lacillades Home Design and [Heather Belanger](#) (Kitchen and Bath Designer with Queen City BNI)

Supply Table Advertiser - Responzo and [Chandu Mouli](#) (Virtual Assistant and Executive Director of BNI Srikakulam in India)

Have you started your **Drive for Five** activities? For each new referral partner that you sponsor into your chapter before December 31st you'll win a \$40 gift card to a Vermont-based business or non-profit of your choosing! And when your entire chapter inducts 5 new partners, BNI Vermont will throw you a chapter-wide mixer! YEAH PARTY!

Now that Chapter Team Training is complete, BNI Vermont is pivoting to ironing out some details for the new term. We're growing our Director Consultant Team (stay tuned for that announcement), preparing all of our Support Call facilitators for the new term, and then we've got the first Leadership Team Roundtable of the new term on November 20th in Richmond Vermont!

Be sure to communicate regularly and thoroughly over the next couple of months to help make your October 1st transition as smooth as possible, and cheers to a profitable 2023-2024 term thanks to all of your commitment to one another!

Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip: Networking at Non-Networking Events



There are strict social rules to marketing - the biggest of them being

Don't solicit business from friends and family.

But what made this a rule among our social circles, and is there any place in our lives where this rule doesn't apply?

There are two reasons that it is socially unacceptable to solicit business from

your friends and family. The FIRST reason is because you do not have a business relationship with them. It is expected that you will not force your business goals on those with whom you have a personal relationship with. At least, not until you have their permission or an invitation. The SECOND reason is because too many people before you have pushed their businesses on friends and family, so any attempt at mixing work and personal is seen as rude.

However, today's networking tip is intended to show you how it is possible to appropriately and successfully mix your business into non-networking events, such as family gatherings, summer picnics, hanging out with friends, and more!

Strategy #1: "What do you do?"

At just about any personal, non-networking event you attend, you are going to be asked this question. It's seen as an acceptable ice-breaker when adults meet one another for the first time. Sadly, most of us blow this opportunity by either blandly answering the question or word-vomiting all over the person who asked the question. From now on, recognize this as an opportunity to appropriately blend your personal life with your business life. Networking doesn't always have a fixed time and place - it happens any time someone asks you "What do you do?". It is an invitation from the person to engage with them about your area of business. Instead of answering the question, ask them if they have any connection to your field. For example, if you are a website designer, instead of saying "I'm a website designer" try asking "Have you ever designed a website?" This will encourage them to tell you a story about their personal experience with website design, or maybe a friend of theirs who designed a website. It is your opportunity to exchange stories back and forth about your industry and get them interested in what you do! **And now you're networking!**

Strategy # 2: Pass a Referral

The great thing about non-networking events is the amount of stories being told from start to finish! Your family and/or friends are gathering to celebrate a birthday, the summer weather, or a reunion, which means catching up on our lives. And it's in these exchanges that you'll eventually hear someone share a struggle or pain-point that they experienced. These are the perfect places for you to share a connection you have with someone (maybe one of your BNI Referral Partners... hmmm??) whom you know, you like, and you trust, who helps solve problems like what the person is sharing about. Networking isn't always about the Gaining part - a lot of networking is about the Giving part, which encourages the receiver to reciprocate! And passing a referral invites the conversation to turn to a solutions-focused exchange where you get to help out someone you care about, while helping build the business of someone else you also care about!

The key to successful networking is to engage the interests of the other person, not your own interests. It's the GIVERS in Givers Gain that makes networking so profitable. So when you're at your family Thanksgiving this year, or a holiday party, or a summer bbq, make sure to use your two ears and one mouth in proportion, and only continue to talk about business when the other person maintains their interest. Otherwise, enjoy the event, have a fun with those you care about, and keep your eyes and ears open to opportunities to share your passion and expertise when appropriate

- 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

August 16: [Episode 822](#): The Days I Dreamed of Being Where I Am Now

August 23: [Episode 823](#): One Reason Someone Should Refer You

August 30: [Episode 824](#): Want More Referrals? Show Up! (Classic Podcast)

September 6: [Episode 825](#): Cultivating a Million-Dollar Membership

September 13: [Episode 826](#): Is Your Message Clear?

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



Preach the GOSPA

By [James Clark](#), BNI Vermont Ambassador

GI Joe told me that knowing is half the battle, but he never mentioned what the other half was. But as GI Joe fights off the plans of Cobra to undermine world governments and take over, the lesson is obvious. [READ MORE](#)

2023 Ambassador Orientation was a huge hit!



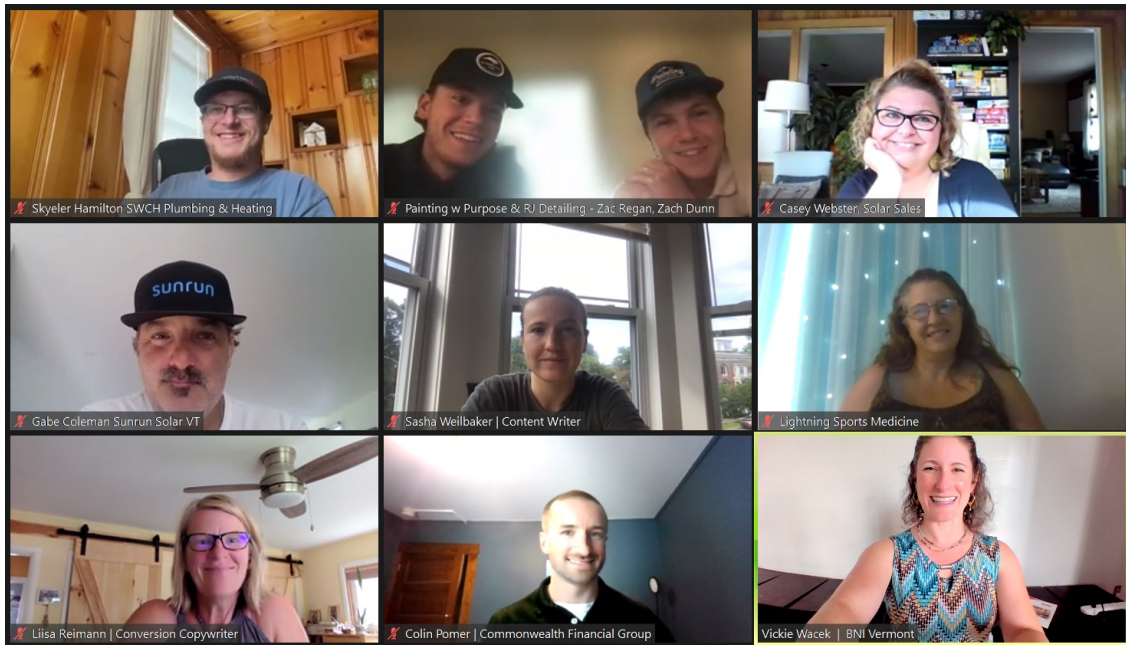
We are so proud to welcome our 5 newest Vermont Professionals to this already spectacular team of Networkers! Check out their bios as we'll be featuring all five of them over the next few months. And be sure to give them a big WELCOME when you see them at your weekly BNI meeting!

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 rendezvous 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](https://www.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, September 25th, 3:00-5:00pm

BNI Talks: BNI Foundation & Business Voices (hosted on Zoom)

Friday, September 15th, 12:00-1:00pm

BNI National Speed Networking (hosted on Zoom)

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

Tuesday, September 26th, 4:00-5:00pm

Tuesday, October 3rd, 4:00-5:00pm

Tuesday, October 10th, 4:00-5:00pm



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!](#)







"We greatly enjoyed the opportunity to each delicious shared potluck food and great company with family and referral partners from across BNI Vermont at our annual BNI Vermont Summer Picnic back on July 28th! We look forward to seeing you all next summer, the last Friday of July 2024"

 A red banner with white text. On the left is the BNI Vermont logo, which includes the text 'BNI VERMONT' and a white outline of the state of Vermont with a small figure inside. To the right of the logo, the words 'MEMBER SUCCESS PROGRAM' are written in large, bold, white capital letters. A small white icon of a person with arms raised is positioned to the right of the text.

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

 A light blue banner with dark blue and black text. On the left is the BNI Vermont logo, which includes the text 'BNI VERMONT' and a white outline of the state of Vermont with a small figure inside. To the right of the logo, the words 'NEW MEMBER SKILLS WORKSHOP' are written in large, bold, black capital letters. The background of the banner features a faint, abstract graphic of a person's hand holding a pen over a document, with various icons like a mail envelope and a person.

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

September 25th · 3:00 pm - 5:00 pm

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)

Who to Contact

Vickie Wacek

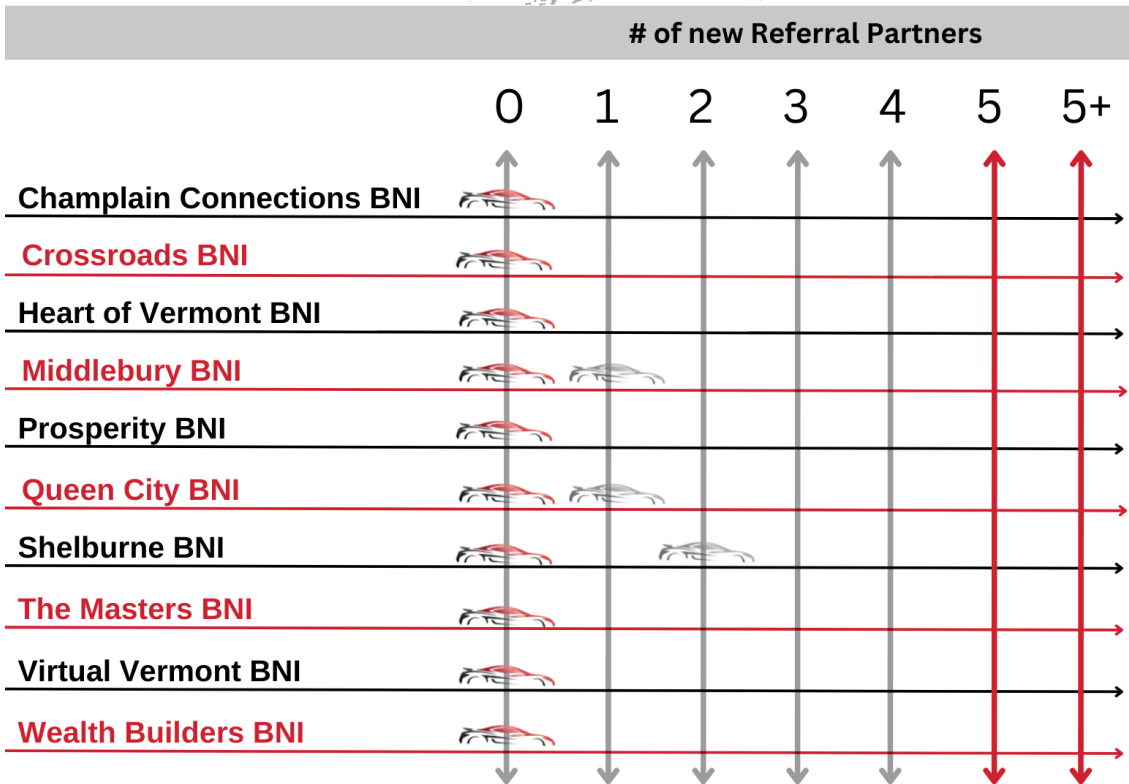
Stowe
Rutland

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!



Induct 5 NEW PARTNERS to Win!



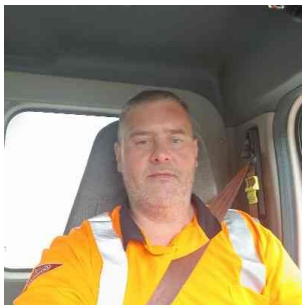
BNI Vermont chapters have just launched the annual Drive For Five partnership competition! We also look forward to celebrating new additions to the BNI Vermont Gold Club!

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.



Brad Conger

Repair - Repair(other)

North Country Repair Service

Champlain Valley BNI, South Burlington

[LEARN MORE](#)



Justin Loati

Food & Beverage - Baker

La Panciata

Crossroads BNI, Berlin

[LEARN MORE](#)



Ky Martens

Animals - Dog Trainer

Sugar Maple Dog Hikes

Heart of Vermont BNI, Montpelier

[LEARN MORE](#)



Matt Stevers

Construction - Builder/General contractor

Buckeye Builders

Middlebury BNI, Middlebury

[LEARN MORE](#)

Monthly Achievements



Brittany Winfield
Social Media Expert with



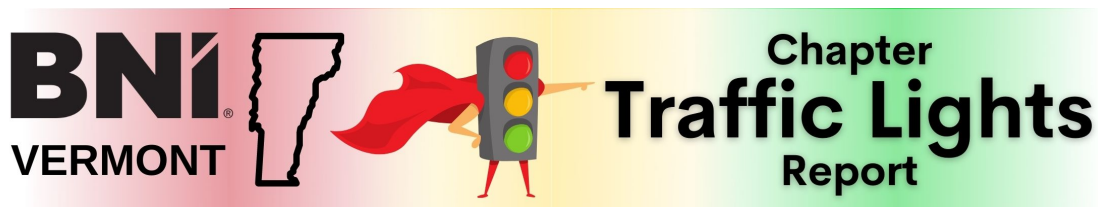
Brittany Winfield
*Advertising & Marketing -
Social media*
The Winfield Creative
Queen City BNI
7th Month!



Julie Danaher
Residential Realtor with



Julie Danaher
Residential Real Estate Agent
Ridgeline
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

[Aldin Konjuhovac](#), Electrician

Renewed Partners

[Catherine Moller](#), Clothing and accessories Retailer

6 Months Perfect Attendance

[Rosann Kramer](#), Automotive Repair

[Steve Fuchs](#), Health Coach

**Champlain
Valley BNI**

6 Months Perfect Attendance

[Brad Conger](#), Repair (Other)

**Crossroads
BNI**

New Partners

[Kate Whelly McCabe](#), Machinery & Equipment Manufacture

Renewed Partners

[Sarah White](#), Education Services/Tutor

6 Months Perfect Attendance

[Charles Goodman](#), Builder/General Contractor

[Courtney Jarecki](#), Social Media



New Partners

[River Luce](#), Credit Card/Merchant Services

Renewed Partners

[Julie Danaher](#), Residential Real Estate Agent



New Partners

[Kendra Ward](#), Acupuncture

Renewed Partners

[Beth Hartmann](#), Massage Therapist

[Alison Bogan](#), Chiropractor



6 Months Perfect Attendance

[Alex Duval](#), Furniture Retailer



New Partners

[Jennifer Partch](#), Accounting Services

6 Months Perfect Attendance

[Peter Cassels-Brown](#), Energy Services



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