



Givers Gain[®] Monthly

From Our Executive Director

*"In the business world, everyone is paid in two coins: cash and experience.
Take the experience first; the cash will come later." - Harold Geneen*

Happy October BNI Vermont! This is such a wonderful month on so many levels ☺ The state is aflame with color as the days settle into fall temperatures, and we're celebrating the wonderful achievements of your 2022-2023 leaders, as well as enthusiastically rallying behind the goals set by our leaders for our 2023-2024 term. Thank you to all of you who continue to put best business practices and attention to detail into your marketing efforts in your BNI chapters!

With our annual Drive for Five in full swing, let's take a moment today to consider this year's General Session topic - The ROI of DEI. Our ability to positively impact one another's businesses comes from our combined efforts in building relationships. And the more diverse our relationships are, the more lives we can positively impact with the businesses and non-profits that we so passionately run each day. Also, each of our unique life experiences and

connections gives us the opportunity to help one another find solutions to snags and ruts that we experience throughout our years on this earth. As 2023 comes to a close, be generous with your invitations to your community networking chapter, and let's work together to support even more Vermont professionals!

You'll be noticing some shifts in the scheduling for our 2023-2024 Support Calls. We want to thank all of our facilitators for stepping up to lead these monthly calls, and are grateful to all of you in your roles for treating your role with the same commitment that you do your own business. These support calls will lead to powerful insights that make your role more successful and fun! Make sure to bring your questions and ideas to these calls so you and your peers can find solutions and discover neat insights from one another!

Next month is our first Leadership Team Roundtable of the new term! All of our state's Presidents, Vice Presidents, and Secretary/Treasurers will be meeting together to share ideas and find solutions to common relationship marketing experiences. This is also a great networking opportunity for our state's leaders. We look forward to these meet ups each quarter. Be sure to raise your hand for a leadership team role in the 2024-2025 term if you too would like to be a part of these powerful roundtables!

And lastly, if you haven't done so already, be sure to connect with your incoming and/or outgoing role for this new term. It's important for everyone to mentor the next term's role so as to continue your chapter's positive trajectory. Mentoring Meet Ups between Visitor Host Teams, Education Coordinators, etc leads to stronger relationships and more referrals - they're in everyone's best interests!

Happy Networking!



Vickie Wacek
BNI Vermont
Executive Director

Continuing Education

Monthly Networking Tip **Email is NOT Networking**



All good marketing is about Building Relationships. When a prospective customer hears our radio ad, or sees a Google Ad about one of our products or services, our goal is to help the individual connect with whatever part of our business or non-profit we are referring to. But Relationship Marketing, the kind of marketing that we do together in BNI, takes Building Relationships to a much deeper level. And because of the importance and impact of your networking activities, let's talk today about how email might be hindering your networking progress.

There are many fascinating books and articles that talk about human

communication. How we exchange information is complex, dynamic, evolves over time, and has certain qualities unique to each individual we communicate with. Interestingly, there are some ground 'rules' that we all seem to follow, such as how we use eye contact, body positioning, and tone of voice. But with technology constantly changing, we are still learning how new technologies are being used and interpreted by those we communicate with. Email has been around long enough that there is data pointing to a strong truth - **humans don't build relationships via email; they maintain them via email**. So it's very important that we not start our new marketing relationships via email, but instead start them with as much in-person, video, and voice interaction as possible.

As entrepreneurs, time may be our most valuable asset. This constraint has led many of us to cut corners in parts of our lives that may not be as beneficial as we originally thought. When we meet a new person at a BNI meeting or a mixer, we tend to turn to email as our primary tool to continue the delicate process of building that new relationship. However, email has evolved into a tool primarily for exchanging information. And for some of us email has turned into a deluge, becoming more overwhelming than encouraging. And to top it off, many of us can reflect on times when email has led to a miscommunication and a burned bridge simply due to a misinterpretation of a word or sentence.

When you are purposely building a relationship in BNI (ie Relationship Marketing) for the purpose of furthering the needs and dreams of your business, it's very important that you take the extra moment to pick up the phone. Tone of voice, even if it's simply leaving a voice message, helps you build a stronger and faster relationship with this new person, and allows you to move your communications into email faster (if that's what you prefer). Better yet, **why not ask the other person how they'd like to be communicated with?** That way you're practicing The Platinum Rule instead of the Golden Rule 🙌

- 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

1 Podcast = 1 CEU

September 20: [Episode 827](#): Business in the Twilight Zone

September 27: [Episode 828](#): Become a Motivational Speaker for Your Business (Classic)

October 04: [Episode 829](#): Facts Tell, Stories Sell

October 11: [Episode 830](#): Inviting Visitors Through Social Media

October 18: [Episode 831](#): Processionary Caterpillars—a True Story

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



The Power of Trust, Influence, and Data

By [Julie Danaher](#), BNI Vermont Ambassador

As a sales professional, your ability to instill trust, wield influence, and provide comprehensive data is essential in empowering clients to make informed choices. [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 a Director Consultant!

James Clark is a referral partner with Otter Creek Business Leaders BNI in Middlebury and represents the Business Training/Coach in their chapter. He has been with BNI Since October 2022 and has made a huge impact by representing his chapter as Education Coordinator and President. He has a Rookie of the Year of 2023.

We encourage you to reach out to James Clark and congratulate him when you see him at your BNI meeting!

**New Member Skills Workshop
Graduates!**



Christian McGinn
Thryv
Virtual Vermont BNI



Kendra Ward
Deep Ecology Acupuncture
Shelburne BNI



River Luce
Beyond
Queen City BNI



Kazmin Thibault
Neo Home Loans
Virtual Vermont BN



Scott Tetreault
Century21 The One
Virtual Vermont BNI



Sam Dworkin
DL Vermont
Crossroads BNI



Cody Green
Hadley Financial Group
Champlain Connections BNI

Congratulations to our
September 25th 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, November 27th 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, November 27th, 3:00-5:00pm

BNI National Speed Networking (hosted on Zoom)

Tuesday, October 17th, 1:00-2:00pm

Tuesday, October 24th, 1:00-2:00pm

Tuesday, October 31st, 1:00-2:00pm

Tuesday, November 7th, 1:00-2:00pm

Tuesday, November 14th, 1:00-2:00pm

Tuesday, November 21st, 1:00-2:00pm

BNI Talks: Level Up Your Chapter for Growth (hosted on Zoom)

Friday, October 6th, 12:00pm-1:00pm

BNI Talks: Make the Best Decisions: A Psychic Tells All (hosted on Zoom)

Friday, October 13th, 12:00pm-1:00pm

BNI Vermont Leadership Team Roundtable

Monday, November 20th, 2:00pm-5:00pm



Join Us for the 2023 BNI 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 2024 BNI United States Conference was just announced! It will be in Las Vegas NV at the Planet Hollywood, Tuesday – Thursday, April 30st – May 2nd! [Tickets are on sale via this link.](#)

You can also follow BNI USA on [Facebook](#) and [Instagram](#)!



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](#) 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

November 27th · 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

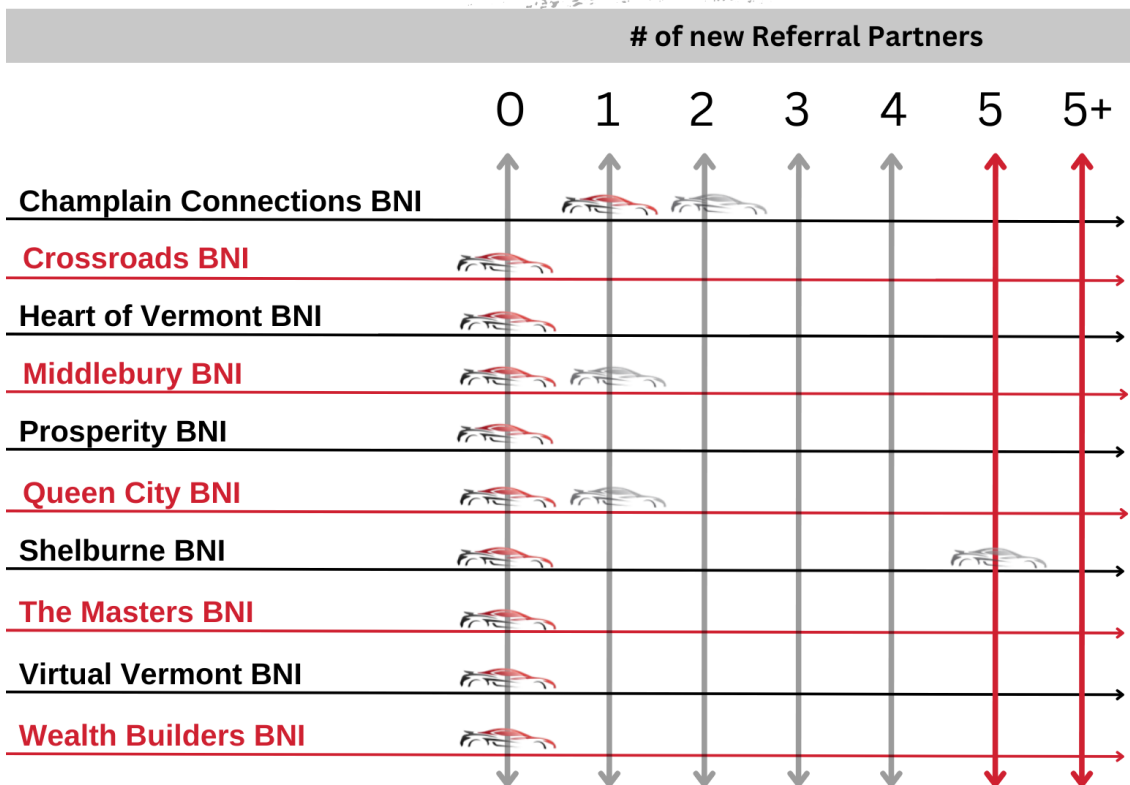
Vickie Wacek

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!



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.



Mary Capparuccini
Financial Advisor
Hadley Financial Group
Prosperity BNI, Burlington
[LEARN MORE](#)



Janina McCue
Baker
Red Poppy Cakery
Queen City BNI, Burlington
[LEARN MORE](#)



Jeremy Baldwin
Photographer - Commercial
Jeremy Baldwin Photography
Shelburne BNI, Shelburne
[LEARN MORE](#)



Kristy Benoit

Health & Wellness

Balance to Thrive in Wellness, LLC

The Masters BNI, Colchester

[LEARN MORE](#)

Monthly Achievements



Catherine Moller

Clothing & Accessories

Retailer

SidePony Boutique

Champlain Connections BNI



1st 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:

BNIConnect.com → Reports → Chapter → Chapter Traffic Lights

**Champlain
Connections
BNI**

New Partners

[Brad Conger](#), North Country Repair Service

[Akhil Kaplan](#), Dharma Integrative Coaching

Renewed Partners

[Rebecca Racine](#), Ridgeline Real Estate Co.

[Jason LeFebvre](#), Re/Max North Professionals

6 Months Perfect Attendance

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

Runway Auto

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

**Crossroads
BNI**

6 Months Perfect Attendance

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

[Courtney Jarecki](#), Yancey Red

**Otter Creek
Business
Leaders BNI**

Renewed Partners

[Chad Hayes](#), Carter Insurance

Prosperity BNI

Renewed Partners

[Mary Capparuccini](#), Hadley Financial Group

Queen City BNI

Renewed Partners

[Kerri Surridge](#), Noyle W Johnson

[Jessica Hill](#), Movement Matters LLC

[Kate Parker](#), Good Harbor Insurance
Solutions

[Amy Wolf](#), Edward Jones

[Erin Perrin](#), Academy Mortgage Corporation

6 Months Perfect Attendance

[Cora Kreischer](#), Walk In The Garden Nutrition
LLC

Shelburne BNI

New Partners

[Zachary Cohen](#), Zachary Cohen Coaching

[Jonathan Goffe](#), Vermont Consumer Credit
Consulting LLC

The Masters BNI

Renewed Partners

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

6 Months Perfect Attendance

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

Virtual Vermont BNI

New Partners

[Christian McGinn](#), Thryv

6 Months Perfect Attendance

[Joshua Jarvis](#), Merrill Lynch

Wealth Builders BNI

Renewed Partners

[Peter Cassells-Brown](#), Mountain Energy
Design

6 Months Perfect Attendance

[Peter Cassells-Brown](#), Mountain Energy
Design



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