



# Givers Gain<sup>®</sup> Monthly

## From Our Executive Director

**T**he holidays have arrived and our lives are jam packed with shopping, family, and lots of holiday events! Thank goodness we have our BNI family to be a steady business focus as we find our attentions dragged in multiple directions!

The month of December is a big referral month for us in BNI because of all the shopping we are doing. It's important to remember that we have over 120 professions spread throughout our 12 Vermont chapters and keeping your money local makes a huge impact both on Vermont's economy as well as the individual businesses with which you spend that money. We encourage you to visit [BNIVermont.com](http://BNIVermont.com), click on Members at the top of the page, and search for the products and services that you need and want. And take this opportunity to share [BNIVermont.com](http://BNIVermont.com) with your family and friends – teach them to do their shopping 'local' with amazing and passionate Vermont professionals!

2018 was an amazing year! We had our highest attendance ever at May's 5<sup>th</sup> Annual BNI Vermont Awards Banquet and at this year's annual Chapter Team Training! We brought on a new Director Consultant, Erik Kolomaznik, six new Ambassadors, a Social Media Coordinator, and Chapter Launch Director to help BNI Vermont thrive and grow.



We are on track to end the year on a high note with an average \$1,000 increase in profit per member in 2018, and retention is up state wide. All of this shows how powerful we are when we truly function as a team. Remember, "*It takes a village*" and we are all in this together.

Happy Networking!

**Vickie Wacek**

BNI Vermont Executive Director

## Monthly Networking Tip: Open and Honest Communication

In many ways I believe that communication is the backbone of BNI. Givers Gain® isn't the only Core Value that keeps BNI alive – it's also Positive Attitude, Lifelong Learning, and Tradition + Innovation (to name a few), and none of these are possible if we don't communicate with one another regularly and with good intention. Throughout our BNI membership we find that it's easy to communicate when things are good! When we receive a referral, a member helps us with our Weekly or Feature Presentation, or a member attends our business event we enjoy saying Thank You during Open Networking or through a card or email. However, it's the communication piece that struggles when the topic is less than optimal. When we receive a lead (or nothing at all), when a member makes a mistake with a client we've referred to them, or when we don't feel supported by our fellow members, we tend to do what we were taught to do as children – keep our mouths shut. In spite of this, we need to remember that no one is capable of reading our mind, and the only solution to overcoming an obstacle is to approach it. Communication is the tool to Building Relationships, getting results through Accountability, and Recognizing the achievements of those around us. And this isn't just in BNI! Even someone *without* a Givers Gain® mentality can be shown how beneficial it is once someone takes the time to explain the power of **farming versus hunting**. The ability for us to openly and honestly communicate can mean the difference between success and failure in countless ways. Remember, your words are the key to unlocking your full potential in BNI!

- Vickie Wacek, Executive Director, BNI Vermont

## Podcasts

**Remember to log your CEUs on BNI Connect:**

1 Podcast = 1 CEU

### **BNI Headquarters & Dr. Ivan Misner, Ph.D.**

Each Wednesday, BNI Founder, Dr. Ivan Misner posts a Podcast featuring tips on Word-of-Mouth Networking.

November 21: **Episode 585:** My Approach to the No-Win Scenario

November 28: **Episode 586:** Achieving the Power of One (Classic Podcast)

December 5: **Episode 587:** Imagine You Live in One Room

December 12: **Episode 588:** Want Referrals? Don't Bore Me to Tears

### **BNI The Power of One Podcasts**

BNI New Hampshire Executive Director, Tim Roberts, has been presenting his own BNI based podcasts for a couple years, and BNI Vermont recently adopted these podcasts. Visit [www.BNIPowerOfOne.com](http://www.BNIPowerOfOne.com) to learn more.

### **Success Through Referrals Podcasts**

One of BNI's missions statements is to change the way the world does business, and BNI Executive Director, Tim Roberts, has really put that into action by creating [www.SuccessThroughReferrals.com](http://www.SuccessThroughReferrals.com). This website helps non-BNI business professionals with their word-of-mouth marketing efforts.

# Continuing Education

## BNI Resources

Have you ever been interested in accessing the BNI Logo? Maybe you missed a recent BNI Webinar to help you learn how to use BNI Connect? What if you would prefer the *Givers Gain* book you received in the Members Success Program, in audio format? Visit [Support.BNIConnect.com](http://Support.BNIConnect.com) and click on **The Resource Center** button. Why not take a few minutes right now to check out what this site has in store for you!

## BNI Event Calendar

Join BNI members from across the state and the world for webinars, trainings and networking events to enrich your BNI experience by boosting your visibility and perspective!

[www.BNIVermont.com/Events.php](http://www.BNIVermont.com/Events.php)

## SuccessNet – BNI e-Newsletter

BNI's monthly e-newsletter features first hand perspective from some of the world's most renowned networkers, leaders and public speakers, as well as networking stories from BNI members, ambassadors and directors from around the world.

### VIDEO: Sixty Seconds in SuccessNet

By Graham Weihmiller, BNI CEO

### How I Approach The 'No-Win' Scenario

By Ivan Misner, Ph.D, BNI Founder

### #BNIGC18 - Reflections on A New World of Opportunity

By Daniel Dixon

### Building the Brand, Together

By Daniel Dixon

### How Big is Your Dream?

By BNI Staff

### BNI Foundation - Gratitude & Recognition

Submitted by David Kauffman, BNI Foundation Vice Chair

## BNI Member Profile of the Week

Each week we feature one BNI Vermont Member on all of our social media outlets. *If you would like to be considered for this opportunity, be sure to visit [www.BNIConnect.com](http://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.



**Paul Richardson**  
*Portrait Photography*  
**Richardson Photography**  
Crossroads BNI, Berlin



**Stacy Thrall**  
*Health & Wellness Coach*  
**Stacy Thrall Certified Health and Wellness Coach**  
Heart of Vermont BNI, Montpelier



**Jolita Sakamaite**  
*Massage Therapist*  
**Brilliant Massage Therapy**  
Integrity BNI, Essex



**David Hills**  
*Management Consulting*  
**Waypoint Management Services**  
Middlebury BNI, Middlebury



## Make your Feature Presentation an Experience to Remember

*By Rosann Kramer, BNI Ambassador*

I can list many benefits of my BNI Membership, and the top one is additional business that I would not have had without BNI. Additionally, there are many networking activities—one of the most powerful is being the Feature Presenter at your BNI Chapter Meeting.

### **Rosann Kramer**

BNI Ambassador

There are three parts that go into a successful Presentation. The most obvious is the preparation of topic, planning and execution. Two other areas that receive very little consideration are **your introduction** and **the TITLE** of your presentation. I will spend some time on these points because your Feature Presentation is your time to shine for your Chapter Members and any visitors that attend your Meeting. Let's start with your introduction. If you have ever been to a conference or seminar that has a Keynote Speaker, they never do their own introduction. The stature of a Keynote Speaker is reflected by having another person introduce them. Similarly, when another person in your chapter introduces you, the introduction should include your accolades, accomplishments, expertise, diplomas, degrees and other achievements. The introduction should let your audience know that you are the **EXPERT** in your field and provide verifiable proof of your expertise. I have not always had a good introduction. I am guilty of doing my own introduction and using the BNI Biography worksheet that ends with "My burning desire is...". As Secretary/Treasurer last term in Champlain Connections, I had been suggesting better introductions and presentation titles and finally walked the walk in August. I have now elevated myself and my Feature Presentation by writing my own Introduction and selecting a Chapter Member to introduce me with gravitas. I Googled, "How to write an introduction for a Keynote Speaker" and got enough ideas to write my own introduction. It was worth the time and energy. Quick tip: during Open Networking that day let your Secretary/Treasurer know who will be introducing you.

Next I would like to talk about the actual presentation. Always keep in mind the audience's point of view for a PowerPoint, video, audio or anything on display. Everyone in the room should be able to see or hear it. Use 24 point text or greater to ensure everyone in the room can read your slides. Less is more on a PowerPoint; remember you are the presentation, not the screen. In my previous career I did many presentations and found a 10 to 1 ratio is required for a successful presentation. That means spending ten times as long planning, developing and practicing your presentation as the length of the presentation, which comes to 100 minutes for a 10-minute Feature Presentation. Once you have a presentation, create a fitting title. Push yourself to think of something more engaging than your seat or the name of your business. Your title should reflect the point of your presentation, be interesting, and make people take notice. Make your Feature Presentation an experience for your audience and an event not to be missed. The experience starts with your title, which will appear on several handouts leading up to your presentation. Your introduction should put you on a pedestal so that the audience will pay attention to the important message you will be delivering. Lastly, take the amount of time necessary for you to master your presentation. If you master these three aspects of your Feature Presentation, you will get the most out of the moment and create an experience to remember.

## About the Author

### **Member of Champlain Connections BNI**

Meets Fridays, 7:30 – 9:00 am

Main Street Landing, Second Floor, The Classroom (formerly the Gallery)  
40 Lake Street, Burlington

**Current Roles:** Ambassador, BNI VT, Mentor Coordinator,  
Champlain Connections BNI

**Past Roles:** Secretary/Treasurer, Champlain Connections BNI

# BNI Events

## New Chapters Forming!

Bennington

Brattleboro

Hinesburg – In the works. Do you know anyone in the area?  
Send them our way!

Manchester

Milton

Newport

Rutland

St. Johnsbury

Stowe – In the works. Do you know anyone in the area?  
Send them our way!

Waitsfield

Contact Heather Belanger, Chapter Launch Director,  
802-233-9737

## Member Success Program

The BNI Member Success Program is available online at [BNIUniversity.com](http://BNIUniversity.com) for all new members (and current members) in their first 60 days of membership. This means that the entire course can be accomplished via the BNI University App on your phone, and/or online directly through the website and because it's online it can be tackled at a pace that fits each new member (as long as it's completed within 60 days). Chapter Member Success Programs will still be presented with each chapter once a year so that all members can partake in the course annually (as part of membership) and so that the course can fit the needs and interests of your membership. We continue to encourage your insight and feedback about this course, and hope that enjoy this new asset of membership with BNI!

For those of you that have taken the Online Member Success Program, we highly recommend that you follow it up with the Member Success Program Workshop. In this course you will outline and practice your Weekly Presentations, Feature Presentations, learn the best practices for 1-2-1's, and how to effectively use your contact spheres.

### Champlain Connections BNI

#### Member Success Program

January 4, 2019 • 9:30 am – 12:30 pm  
Main Street Landing – The Great Room

### Wealth Builders BNI

#### Member Success Program

January 9, 2018 • 10:30 am – 1:30 pm  
Comfort Suites

### Heart of Vermont BNI

#### Member Success Program

January 11, 2019 • 9:30 am – 12:30 pm  
Christ Episcopal Church (2<sup>nd</sup> Floor)

### Member Success Program Workshop

January 28, 2019 • 4:00 – 6:00 pm  
Holiday Inn

### Member Success Program Workshop

March 25, 2019 • 4:00 – 6:00 pm  
Holiday Inn

# Calendar of Events

## DECEMBER

- 12/18 **Membership Committee Mid-Term Training Session**  
3:00 – 6:00 pm, Fee: \$30, members only

## JANUARY 2019 *Welcome to the New Year!*

- 1/4 **Champlain Connections BNI Member Success Program**  
FREE for members, \$30 for non-members
- 1/9 **Wealth Builders BNI Member Success Program**  
FREE for members, \$30 for non-members
- 1/11 **Heart of Vermont BNI Member Success Program**  
FREE for members, \$30 for non-members
- 1/23 **The Business Experience: Positivity to Profit – Minding your life and your business**  
3:00 – 5:00 pm, Fee: \$20 for members, \$30 for non-members
- 1/28 **Member Success Program Workshop**  
4:00 – 6:00 pm, Fee: FREE for members

## FEBRUARY

- 2/4 **BNI Vermont Leadership Roundtable**  
2:00 – 5:00 pm, Fee: FREE
- 2/13 **Queen City BNI Visitors' Day**  
11:30 am – 1:30 pm, Fee: FREE
- 2/26 **Champlain Valley BNI Member Success Program**  
9:30 am – 12:30 pm, Fee: FREE for members, \$30 for non-members

## MARCH

- 3/7 **Shelburne BNI Member Success Program**  
10:00 am – 1:00 pm, Fee: FREE for members, \$30 for non-members
- 3/14 **Visitor Host Training**  
3:00 – 4:30 pm, Fee: \$30 for members
- 3/15 **Champlain Connections BNI Visitors' Day**  
7:30 – 9:30 am, Fee: FREE

[Register for Events](#)



**Above:** Prestige BNI members receive their 5 Year Anniversary ribbons.



**Left:** Jeff Teplitz presents Larry Hawley with Prosperity BNI's Notable Networker Award for most Thank You for Closed Business in November.

# Member Recognition

## Monthly Member Traffic Lights Report PERFECT SCORES OF 100!

### Mollie Lannen

CW Print & Design, Queen City BNI

## 6 Months Perfect Attendance

### Bob Boucher

Dependable Service, Middlebury BNI

### Curtis Gross

Nutrimost Vermont, Shelburne BNI

### Alison Davis

Quantum Leap Capital, Champlain Valley BNI

### Michael Sealy

BTV Creative, Champlain Valley BNI

### Robert Caneco

Robert A. Caneco, R.A., Champlain Valley BNI

### Dutton Smith

Homesmith Services, LLC, Middlebury BNI

### David Beckett

David Beckett at Chenette Real Estate, Champlain Valley BNI

### Chandra Pollard

Union Bank, Crossroads BNI

### Katie Paquette

Moments By Kate, Wealth Builders BNI

### Shannon Bushey

Digital DJ, Wealth Builders BNI

### Robert Schwartz

Great Northern Construction, Integrity BNI

### Travis Spencer

Kinney Insurance, Champlain Valley BNI

### Charles Goodman

Goodman Construction, Inc., Crossroads BNI

### Jose Lastres

CW Print + Design, Crossroads BNI

### Timothy Boltin

Delicate Decadence, Crossroads BNI

### Sam Markewich

Downtown Up, Crossroads BNI

### Kristen Ginsburg

Vermont Custom Fitness, Middlebury BNI

### Mollie Lannen

CW Print + Design, Queen City BNI

### Erik Kolomaznik

CK Financial Resources, Shelburne BNI

### John Kelliher

NRC East Environmental Services, Wealth Builders BNI

### Rod Cain

Rod Cain Massage Therapy, Champlain Connections BNI

### Jackie Budgor

The Goddess Whisperer, Champlain Valley BNI

### David Gold

Edward Jones, Crossroads BNI

### Jacob Gouge

Gouge Electric, Heart of Vermont BNI

### Larry Hawley

The Vermont Agency, Prosperity BNI

### Allison Bogan

Precision Chiropractic, Shelburne BNI

## New Members - November 2018

**Chris Sterzinar**

PayData Workforce Solutions, The Masters BNI

**Diane Maurice-Brault**

Vermont Lavender, LLC, Crossroads BNI

**Amy Crawford**

Clover Ridge Media, Integrity BNI

**Cara Cunningham**

Quick Advantage Bookkeeping & Payroll LLC,  
Wealth Builders BNI

**Sarah Haselton**

Paw Print & Mail, Champlain Valley BNI

## Renewed Members - November 2018

**Jessica Hubis**

Missing Piece Bakery, Prestige BNI

**Tanner Hubis**

Primerica, Company, Prestige BNI

**Jason Barnard**

Barnard & Gervais Wealth Builders BNI

**Johannes Ziegler**

JZ Carpentry, LLC, Champlain Valley BNI

**Michael Townsend**

Chiropractic First, Wealth Builders BNI

**Sam Markewich**

Downtown UP, Crossroads BNI

**Christophe Lissarrague**

Poze Catering, Wealth Builders BNI

**Ed Prosser**

Torgorm Property Services, Champlain Valley BNI

**Brendan Coyne**

New England Landmark Real Estate, Crossroads BNI

**Curtis Gross**

Primelife Weight Loss, Shelburne BNI

**Allison Bogan**

Precision Chiropractic, Shelburne BNI

**Adam Ginsburg**

A. Ginsburg Architects, Shelburne BNI

**Erin Perrin**

Fairway Mortgage, Queen City BNI

**Julie Gaboriault**

Coldwell Banker Hickock & Boardman, Shelburne BNI

**Kurt Hughes**

Murdoch Hughes & Twarog, P.C., Shelburne BNI

**Molly Goodyear**

802 Social, Shelburne BNI

**Monica Chapman**

Puroclean, The Masters BNI



## Important Links

[www.BNIVermont.com](http://www.BNIVermont.com)

[www.BNI.com](http://www.BNI.com)

## BNI Chapter Facebook Pages

Take a moment to “LIKE” other chapter’s Facebook pages to keep up to date on information and events across the region!

[Champlain Connections BNI](#)

[Champlain Valley BNI](#)

[Crossroads BNI](#)

[Heart of Vermont BNI](#)

[Integrity BNI](#)

[Middlebury BNI](#)

[Prestige BNI](#)

[Prosperity BNI](#)

[Queen City BNI](#)

[The Masters BNI](#)

[Shelburne BNI](#)

[Wealth Builders BNI](#)



## BNI Vermont

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