

Weekly BNI VP Report

For meeting 10/22/2009

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Presidents Notes

- **Each Seat is Worth \$33,000** – there are 2 sides of this coin:
 - *Giver's Gain:* As Mike said, each seat in our chapter is worth about \$33,000. Each average seat for our region is worth \$20,000, so we are above this mark. This does not, however, equate to how much business you ought to get. It equates to how much business you should aim to GIVE. So, continue to think of ways that you can give this much business to members in our group who are professional and provide quality work. If you are having difficulty in this area, please ask for help from the membership committee. They will be glad to help you and give you resources.
 - *Be referable* - On the flip side of this coin is that you need to be referable – be professional, provide quality work, be thankful to your referrers, have follow-through, be honest and have high integrity, be disciplined and reliable.
- **Starting Time for our Business Meeting**– I will give everyone a 2 minute mark at 7:13. Please take your seats and be ready for me to start our meeting at 7:15 a.m. This is a business meeting (yes, we also happen to have a lot of love). You expect me to stay on schedule and I need to make sure that everyone gets the same amount of time, so I would appreciate your cooperation in helping me be fair and stay on schedule.
- **Quote of the Week from www.QuoteActions.com:**
- “Our chief defect is that we are more given to talking about things than to doing them.” This quote is by Jawaharlal Neru, Indian Prime Minister.
- **Your action for this week is to make a list of at least three good ideas you have been talking about doing but have not done anything about them yet. Pick one and get started on it immediately.**

VP Report

Week of October 22, 2009

	October 22, 2009	Weekly Goal	Oct 1 - Oct 22	Annual Goal
Closed Business	\$21,967	\$50,000	\$207,808	\$2,000,000
Referrals Passed	61	50	288	2,500
One to Ones	13	20	123	1,000
Visitors	2	5	6	250
Attendance	84%	95%	92%	95%

For more detailed reports, see VP report posted on our website

VP Report

Closed Business:

\$6,308 – Malika Junaid

\$1,900 - Yvette Gilardi

\$1,598 - Jason Andrew

Referrals Given:

6 - Jacqueline Bocian

5 – Frona Kahn

4 – Jason Andrew

Want to be on our weekly spotlight? Go to the SV BNI website or to BNI SF Bay site for articles on how to be a superstar, or go to the educational coordinators to check out our chapter's library!

Notes to the VP Report

- Referrals Given
 - Word about stats: Are your referrals diluted? If you take your referrals given and divide it into your Closed business this will measure the effectiveness of your referrals and are they closing. It is not just the passing a slip, but CLOSING the business
- Value Given:
Do you review inside referrals vs outside? We support each other, but to grow our businesses, we must find out how to better refer to our outside contacts?
- One to Ones
 - Please confirm who is the initiator of a one-to-one prior to turning it in. The VP will return them to you unaccounted for at the next meeting
- Have a question on the VP Report? Email the VP at svbnivp@gmail.com

Secretary/Treasurer

Speaker Rotation:

- October 29 Brett Macauley/Melanie Hibbs
- November 6 Ginny Hagopian/Margaret Barton
- November 13 Trey McAllister
- November 20 Armando Palomar/Don Khamapirad
- November 27 No Meeting - Happy Thanksgiving
- December 3 Janet Bocek/Alicia Lucas

Please Note: You will be added to the speaker rotation and website when you have successfully completed MSP. Please contact your VP when complete!

Need to use the projector, please go to our website to see how to request the necessary equipment or contact Brian Bulger. If your presentation does not work, please make sure you are ready to speak without it. Please arrive before 7 a.m. to make sure you are able to setup your presentation so you do not use your ten minutes to.

Secretary/Treasurer

Members needing to attend MSP:

- Jackie Bocian (11/16)
- Martin Gebert
- David Feldmeyer

Please Note: If you have registered, thank you, your name will be removed once you have attended.

For MSP training please go to: <http://www.bnisfbay.com/calendar/index.php?act=calendar>

Membership Committee

Renewals for November:

- Don Khamapirad

Renewals for December:

- David Joud
- Bryant Busalacchi
- Michelle Rogers
- Warren McCord

Renewals for January:

- Kim Hunter
- Brian Bulger

Educational Moment

Resources:

Our chapter website: <http://siliconvalleybni.com/>

What you will find:

Announcements, VP reports, Articles, Chapter Members, Links to other BNI Websites, Location

Have you checked out our library?

BNI San Francisco website: <http://www.bnisfbay.com/>

You will find a wealth of information here. Forms, articles, networking tips, building yourself in your group, other chapters, rules for BNI and much more. Use it. You can click on the link from our website so you only need one bookmark

Your user name is: bnisfbay

Password: member

BNI Official Website: <http://www.bni.com/>

You will find resources, more articles, a store to buy things, and much more!

Educational Moment

Thank you so much: Last week our chapter donated \$100

- The BNI Foundation is a non-profit program that supports charitable causes relating to children and education in countries where BNI is operating. The Foundation was created because, as a result of the growth of BNI, the organization felt that it would be a good opportunity to give back to the communities in which BNI operates.
- In honor of BNI Foundation Awareness Month, October 2009, The Foundation is conducting the EACH 1 GIVE 1 TO TEACH 1 initiative.
- What is the EACH 1 GIVE 1 TO TEACH 1 initiative? It's a challenge to each and every member of BNI to donate ONE dollar/euro/yen/peso (insert your nation's currency here) or more during the last week of October 2009.
- Imagine what a huge, positive impact this will have for children's educational programs!
- As always, 100% of your contribution will go directly to the charities chosen to receive a Givers Gain Grant.
- To learn more about the EACH 1 GIVE 1 TO TEACH 1 initiative, as well as the BNI Foundation, please [CLICK HERE](#).
- Donate Now Online
- If you would like to make your donation by check, please mail your donation, payable to the BNI Foundation to the address below. Please be sure to note in the memo field that your donation is for the "EACH 1 GIVE 1 TO TEACH 1 Initiative":
- BNI Foundation
- 545 College Commerce Way
- Upland, CA 91786
- *Donations are tax-free for members in the United States, for other countries, please check with your CPA or accountant for guidelines. The BNI-Misner Foundation is part of the California Community Foundation, a registered 501(c)
- (3) non-profit charity.

Event Coordinator

- **October 29, 2009** **Halloween Spirit**
Come in costume for your business! There will be prizes, your sales group will see you in a new light. Tie it in to your 25 second infomercial or your 10 minute presentation
- **November 9, 2009 5:30 p.m.** **Celia's**
1850 El Camino Real, Menlo Park, 650/321-8227 Bring a friend and join us for some fun!
- **December 6, 2009 - Holiday Party**

Visitor Hosts

Members who have visited this term:

George Kutmar - One Workplace - 1

Mariyer Hatamy - SAF Employment Specialist - 1

Avi Lenchner - AVI Decorative Painting – 2

Evan Ellithorpe – Young Professionals – 1

Jill Hessler – Facial Plastic – 1

Jerome Boynton – 1

Alex Lubin – Rent a Handyman – 1

Choo Briney – Choo Paints - 1

Member & Other Announcements

- Please note – Michelle Rogers office has moved new cards!
- Please note – Alicia Lucas phone number changed – new cards
- Chamber of Commerce – multi city mixer October 29, 2009 tickets are free if you pickup at the Sunnyvale Chamber of Commerce www.svcoc.org
- Chamber of Commerce – Mountain View - Celebration of Leaders is Thursday, November 5, 2009 rsvp www.chambermv.org
 - Alicia Lucas – Small Business of the Year
 - David Joud – Ambassador of the Year

Thank yous for Week

#	Name	Term 1 - Oct 1 - Mar 31	9/30/2005	10/7/2005	10/14/2005	10/21/2005		
						Inside	Outside	Total
1	Alba Alamillo	542.00	167.00	117.00	258.00			-
2	Jason Andrew	14,510.00	-	570.00	12,342.00	1,486.00	112.00	1,598.00
3	Margaret Barton	6,100.00	6,000.00			100.00		100.00
4	Nicol Bernhardt	1,828.24	256.51	1,359.48	212.25			-
5	Mary Blaser	60.00	-		60.00			-
6	Kelli Bloom	2,368.00		568.00	1,800.00			-
7	Janet Bocek	17,424.90	8,184.85	6,572.89	1,667.16		1,000.00	1,000.00
8	Jacqueline Bocian	4,340.00		4,340.00				-
9	Brian Bulger	639.04		125.00	514.04			-
10	Bryant Busalacchi	3,433.55	1,184.65		2,248.90			-
11	Patricia Cunningham	225.64	125.64			100.00		-
12	Jeanne dePolo	1,611.57		1,500.00	111.57			-
13	Ron DeAngelis	948.67		92.00	131.67	725.00		725.00
14	Doug Dixon	9,852.00	9,776.00		76.00			-
15	Jan Fong	1,330.20	376.20	356.00	225.00		373.00	373.00
16	Mark Gardner	-						-
17	Martin Gebert	-						-
18	Yvette Gilardi	1,900.00					1,900.00	1,900.00
19	Ginny Hagopian	-						-
20	Melanie Hibbs	1,321.60	89.60	560.00	672.00			-
21	E.J. Hong	7,097.98	4,280.40	1,286.55	1,531.03			-
22	Kim Hunter	5,000.00	5,000.00					-
23	David Joud	2,017.26	545.76	471.50	1,000.00			-
24	John Jue	-						-
25	Malika Junaid	6,308.32				6,308.32		6,308.32
26	Frona Kahn	-						-
27	Don Khampirad	1,402.00	1,402.00					-
28	Candice Kistner	2,470.00	140.00	500.00	570.00	1,060.00	200.00	1,260.00
29	Travis Krepelka	-						-
30	Gary Laine	99.00				99.00		99.00
31	Ann Langley	2,800.00	2,800.00					-
32	Angela Leung	2,479.00	950.00	216.00	543.00	770.00		770.00
33	Ronald Leung	255.00	-			160.00	95.00	255.00
34	Houshang Livian	-						-
35	Alicia Lucas	4,998.98	32.78	981.00	3,435.20		550.00	550.00
36	David Lunning	92.00			92.00			-
37	Brett Macauley	1,453.25	205.00	862.00	386.25			-
38	Warren McCord	10,787.00	175.00		10,490.00	122.00		122.00
39	Wayne Morgan	-						-
40	Ingrid Mult	1,627.00			475.00	150.00	1,002.00	1,152.00
41	Armando Palomar	565.00	216.00	60.00	60.00		229.00	229.00
42	Stephen Pappas	-						-
43	Kathryn Pendleton	86.00		50.00	36.00			-
45	Michael Prevot	2,528.00	172.00	635.00	1,206.00	3.00	512.00	515.00
46	George Quiring	-						-
47	Lizbeth Rhodes	7,903.10	4,153.10	3,230.00	170.00		350.00	350.00
48	Joel Robare	-						-
49	Poppie Rodriguez	1,512.06	108.00		1,044.06	360.00		360.00
50	Michelle Rogers	31,783.28	11,501.18	19,396.85	885.25			-
51	Sooji Rugh	3,637.00	3,338.00	299.00				-
52	Nate Schloss	1,812.00	212.00	500.00		600.00	500.00	1,100.00
53	Kelly Shewbridge	224.79			224.79			-
54	Stephanie Stafford	212.00	127.00	85.00				-
55	George Talbot	912.00		792.00	120.00			-
56	Danielle Terrazas	6,682.00	1,466.00	2,414.50	2,189.50		612.00	612.00
57	Charmaine Tu	2,363.66	678.70	812.00	147.96		725.00	725.00
58	Israel Zehavi	9,835.00	8,647.50	387.50	800.00			-
59	Vivien Zheng	-						-
60	Eileen Yen	-						-
61	Visitor(s)	20,425.84	2,482.00	12,924.20	3,155.54		1,864.10	1,864.10
	TOTAL	207,803.93	74,792.87	62,063.47	48,980.17	11,943.32	10,024.10	21,967.42

PALMS Report: Silicon Valley BNI

Oct-01-2009 - Oct-22-2009

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value given
1	Alba Alamillo	3	1	0	0	0	5	2	0	0	542
2	Jason Andrew	4	0	0	0	0	21	13	1	1	14510
3	Margaret Barton	4	0	0	0	0	5	2	0	4	6100
4	Nicol Bernhardt	4	0	0	0	0	5	4	0	2	1828
5	Mary Blaser	3	1	0	0	0	15	1	1	2	60
6	Kellie Bloom	3	0	0	0	0	6	9	0	12	2368
7	Janet Bocek	4	0	0	0	0	6	9	0	0	17425
8	Jacqueline Bocian	4	0	0	0	0	26	4	1	3	4340
9	Brian Bulger	4	0	0	0	0	2	9	0	3	639
10	Bryant Busalacchi	4	0	0	0	0	3	1	0	1	3434
11	Patricia Cunningham	4	0	0	0	0	4	1	0	9	226
12	Ron DeAngelis	3	1	0	0	0	2	3	0	2	949
13	Doug Dixon	4	0	0	0	0	2	10	0	3	9852
14	Jan Fong	3	0	0	0	1	0	6	0	0	1330
15	Mark Gardner	2	2	0	0	0	6	4	0	0	0
16	Martin Gebert	4	0	0	0	0	3	1	0	0	0
17	Yvette Gilardi	3	1	0	0	0	1	3	0	3	1900
18	Ginny Hagopian	4	0	0	0	0	4	2	0	8	0
19	Melanie Hibbs	4	0	0	0	0	3	3	0	4	1322
20	E.J. Hong	4	0	0	0	0	3	4	0	0	7098
21	Kim Hunter	4	0	0	0	0	6	8	0	5	5000
22	David Joud	3	0	0	0	1	4	3	0	7	2018
23	John Jue	4	0	0	0	0	2	11	0	1	0
24	Malika Junaid	3	1	0	0	0	3	4	1	1	6308
25	Frona Kahn	4	0	0	0	0	8	4	0	5	0
26	Don Khamapirad	4	0	0	0	0	3	3	0	2	1402
27	Candice Kistner	3	1	0	0	0	16	3	0	1	2470
28	Travis Krepelka	2	1	0	0	1	0	1	0	0	0
29	Gary Laine	3	0	0	0	1	3	3	0	2	99
30	Ann Langley	3	1	0	0	0	0	1	0	0	2800
31	Angela Leung	3	1	0	0	0	8	2	0	3	2479
32	Ronald Leung	4	0	0	0	0	3	7	0	2	255
33	Houshang Livian	3	1	0	0	0	1	5	0	0	0
34	Alicia Lucas	4	0	0	0	0	13	2	0	1	4999
35	David Lunning	4	0	0	0	0	1	8	0	1	92
36	Brett Macauley	4	0	0	0	0	5	0	0	3	1453
37	Warren McCord	4	0	0	0	0	2	4	0	2	10787
38	Wayne Morgan	4	0	0	0	0	1	6	0	0	0
39	Ingrid Mult	4	0	0	0	0	10	11	1	3	1627
40	Armando Palomar	3	0	0	0	1	2	3	0	0	565
41	Stephen Pappas	4	0	0	0	0	3	8	0	4	0
42	Kathryn Pendleton	4	0	0	0	0	1	1	0	3	86
43	Shiva Pouyamehr	0	1	0	0	0	0	0	0	0	0
44	Michael Prevot	4	0	0	0	0	8	26	0	1	2528
45	George Quiring	4	0	0	0	0	2	3	0	1	0
46	Lizbeth Rhodes	4	0	0	0	0	4	2	0	4	7903
47	Joel Robare	2	2	0	0	0	3	1	0	0	0

PALMS Report: Silicon Valley BNI

Oct-01-2009 - Oct-22-2009

#	Name	P	A	L	M	S	RG	RR	V	¹ to 1	Value given
48	Poppie Rodriguez	4	0	0	0	0	4	4	0	0	1512
49	Michelle Rogers	4	0	0	0	0	5	7	0	3	31783
50	Sooji Rugh	3	1	0	0	0	3	4	0	1	3637
51	Nate Schloss	4	0	0	0	0	2	7	0	2	1812
52	Kelly Shewbridge	4	0	0	0	0	3	5	0	3	225
53	Stephanie Stafford	4	0	0	0	0	7	2	0	1	212
54	George Talbot	4	0	0	0	0	5	7	1	0	912
55	Danielle Terrazas	3	1	0	0	0	1	5	0	4	6683
56	Charmaine Tu	4	0	0	0	0	9	7	0	0	2364
57	Israel Zehavi	4	0	0	0	0	5	5	0	0	9836
58	Vivien Zheng	4	0	0	0	0	1	5	0	0	0
59	Jeanne dePolo	3	1	0	0	0	7	1	0	0	1612
60	Visitor(s)	0	0	0	0	0	2	8	0	0	20426
Total		209	18	0	0	5	288	288	6	123	207808

Most **\$\$** **92%**

Most **RG**

PALMS Report: Silicon Valley BNI

Oct-22-2009

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value given
1	Alba Alamillo	0	1	0	0	0	0	1	0	0	\$ -
2	Jason Andrew	1	0	0	0	0	4	5	0	0	\$ 1,598
3	Margaret Barton	1	0	0	0	0	0	0	0	0	\$ 100
4	Nicol Bernhardt	1	0	0	0	0	1	2	0	1	\$ -
5	Mary Blaser	0	1	0	0	0	0	0	0	0	\$ -
6	Kellie Bloom	1	0	0	0	0	0	2	0	1	\$ -
7	Janet Bocek	1	0	0	0	0	2	3	0	0	\$ 1,000
8	Jacqueline Bocian	1	0	0	0	0	6	2	0	0	\$ -
9	Brian Bulger	1	0	0	0	0	0	0	0	1	\$ -
10	Bryant Busalacchi	1	0	0	0	0	1	0	0	0	\$ -
11	Patricia Cunningham	1	0	0	0	0	2	0	0	2	\$ -
12	Ron DeAngelis	0	1	0	0	0	0	0	0	0	\$ 725
13	Doug Dixon	1	0	0	0	0	0	1	0	0	\$ -
14	Jan Fong	1	0	0	0	0	0	3	0	0	\$ 373
15	Mark Gardner	0	1	0	0	0	0	0	0	0	\$ -
16	Martin Gebert	1	0	0	0	0	2	0	0	0	\$ -
17	Yvette Gilardi	1	0	0	0	0	1	0	0	0	\$ 1,900
18	Ginny Hagopian	1	0	0	0	0	2	0	0	0	\$ -
19	Melanie Hibbs	1	0	0	0	0	1	2	0	1	\$ -
20	E.J. Hong	1	0	0	0	0	0	1	0	0	\$ -
21	Kim Hunter	1	0	0	0	0	0	3	0	0	\$ -
22	David Joud	0	0	0	0	1	0	0	0	0	\$ -
23	John Jue	1	0	0	0	0	0	1	0	0	\$ -
24	Malika Junaid	1	0	0	0	0	0	1	0	0	\$ 6,308
25	Frona Kahn	1	0	0	0	0	5	0	0	1	\$ -
26	Don Khamapirad	1	0	0	0	0	0	1	0	0	\$ -
27	Candice Kistner	0	1	0	0	0	1	0	0	0	\$ 1,260
28	Travis Krepelka	1	0	0	0	0	0	0	0	0	\$ -
29	Gary Laine	1	0	0	0	0	1	1	0	1	\$ 99
30	Ann Langley	0	1	0	0	0	0	0	0	0	\$ -
31	Angela Leung	1	0	0	0	0	1	1	0	1	\$ 770
32	Ronald Leung	1	0	0	0	0	2	2	0	0	\$ 255
33	Houshang Livian	0	1	0	0	0	0	1	0	0	\$ -
34	Alicia Lucas	1	0	0	0	0	2	0	0	0	\$ 550
35	David Lunning	1	0	0	0	0	1	2	0	0	\$ -
36	Brett Macauley	1	0	0	0	0	0	0	0	1	\$ -
37	Warren McCord	1	0	0	0	0	1	0	0	1	\$ 122
38	Wayne Morgan	1	0	0	0	0	1	0	0	0	\$ -
39	Ingrid Mult	1	0	0	0	0	0	5	1	0	\$ 1,152
40	Armando Palomar	1	0	0	0	0	0	0	0	0	\$ 229
41	Stephen Pappas	1	0	0	0	0	0	1	0	1	\$ -
42	Kathryn Pendleton	1	0	0	0	0	1	0	0	0	\$ -
43	Michael Prevot	1	0	0	0	0	3	3	0	0	\$ 515
44	George Quiring	1	0	0	0	0	0	0	0	0	\$ -
45	Lizbeth Rhodes	1	0	0	0	0	1	1	0	0	\$ 350
46	Joel Robare	0	1	0	0	0	0	1	0	0	\$ -
47	Poppie Rodriguez	1	0	0	0	0	1	2	0	0	\$ 360
48	Michelle Rogers	1	0	0	0	0	1	0	0	0	\$ -
49	Sooji Rugh	1	0	0	0	0	1	2	0	0	\$ -

PALMS Report: Silicon Valley BNI

Oct-22-2009

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value given
50	Nate Schloss	1	0	0	0	0	0	1	0	1	\$ 1,100
51	Kelly Shewbridge	1	0	0	0	0	1	0	0	0	\$ -
52	Stephanie Stafford	1	0	0	0	0	3	0	0	0	\$ -
53	George Talbot	1	0	0	0	0	2	2	1	0	\$ -
54	Danielle Terrazas	0	1	0	0	0	0	2	0	0	\$ 612
55	Charmaine Tu	1	0	0	0	0	4	0	0	0	\$ 725
56	Israel Zehavi	1	0	0	0	0	1	3	0	0	\$ -
57	Vivien Zheng	1	0	0	0	0	0	0	0	0	\$ -
58	Jeanne dePolo	1	0	0	0	0	3	0	0	0	\$ -
59	Visitor(s)	0	0	0	0	0	2	3	0	0	\$ 1,864
Total		48	9	0	0	1	61	61	2	13	\$ 21,967
Most	\$\$	84%									
Most	RG										

