

# Weekly BNI VP Report

For meeting 10/29/2009

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# Presidents Notes

1. **Leadership Team** - *I want to thank all the people on leadership who make our BNI chapter effective and make our meetings run smoothly. Please make it easy for them to make our BNI group as successful as it is. We are all volunteering our time. We welcome feedback on how we can better follow the BNI structure.*
2. **BNI announcements** - *BNI announcements should concern networking events, regional events, or BNI training opportunities. There is some gray area, but this time clearly should not be used as an additional infomercial nor for solicitations.*
  - *From [www.quoteaction.com](http://www.quoteaction.com), the quote of the week is:*
  - *“There is more growth in the failure than the familiar, providing you don’t accept your failure as evidence of your limits.” This quote is by Mike Macedonio, President and Partner, The Referral Institute.*
  - *Your action for this week is to find an experience where you did not succeed and identify how it helped you grow.*

# VP Report

## Week of October 29, 2009

	October 29, 2009	Weekly Goal	Oct 1 - Oct 29	Annual Goal
Closed Business	\$95,260	\$50,000	\$303,068	\$2,000,000
Referrals Passed	49	50	337	2,500
One to Ones	19	20	142	1,000
Visitors	1	5	7	250
Attendance	88%	95%	91%	95%

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

# VP Report

## Closed Business:

\$53,415 – Jacqueline Bocian

\$7,575 - Janet Bocek

\$2,905 - EJ Hong

## Referrals Given:

9 - Jacqueline Bocian

4 – Ann Langley

3 – Frona Kahn

*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

- Absence: You are marked absent:
  - You are absent and do not have a sub
  - You are not in your seat or present at 7:15 a.m. when the President begins the meeting
  - You leave before the bag has completely been passed around the room
- 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](mailto:svbnivp@gmail.com)

# Secretary/Treasurer

## Speaker Rotation:

- November 5 Ginny Hagopian/Margaret Barton
- November 12 Trey McAllister
- November 19 Armando Palomar/Don Khamapirad
- November 26 No Meeting - Happy Thanksgiving
- December 3 Janet Bocek/Alicia Lucas
- December 11 Nate Schloss, Gary Laine

*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!

# 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**  
At the Mary Manor Clubhouse  
125 N. Mary Ave  
Sunnyvale, CA 94086

# 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 – 2**

Choo Briney – Choo Paints – 1

Paulo L. Sanchez – First American Exchange Co – 1

Craig Uffelman – Ameriprise - 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 – Mountain View - Celebration of Leaders is Thursday, November 5, 2009 rsvp  
[www.chambermv.org](http://www.chambermv.org)
  - Alicia Lucas – Small Business of the Year
  - David Joud – Ambassador of the Year

Oct-01-2009 - Oct-29-2009

#	Name	P	A	L	M	S	R G	RR	V	1 to 1	Value given
1	Alba Alamillo	4	1	0	0	0	7	3	0	0	794
2	Jason Andrew	5	0	0	0	0	23	15	1	2	14510
3	Margaret Barton	5	0	0	0	0	8	2	0	4	6100
4	Nicol Bernhardt	5	0	0	0	0	6	4	0	2	2402
5	Mary Blaser	3	1	0	0	1	15	1	1	2	60
6	Kellie Bloom	3	1	0	0	0	6	9	0	13	2503
7	Janet Bocek	5	0	0	0	0	6	14	0	0	25000
8	Jacqueline Bocian	5	0	0	0	0	35	5	1	4	57755
9	Brian Bulger	5	0	0	0	0	3	9	0	3	639
10	Bryant Busalacchi	5	0	0	0	0	4	2	0	1	5150
11	Patricia Cunningham	5	0	0	0	0	5	1	0	9	226
12	Ron DeAngelis	3	2	0	0	0	2	3	0	2	949
13	Doug Dixon	4	1	0	0	0	2	11	0	3	10156
14	David Feldmeyer	1	0	0	0	0	1	4	0	0	99
15	Jan Fong	4	0	0	0	1	0	7	0	2	2919
16	Mark Gardner	3	2	0	0	0	6	6	0	1	950
17	Martin Gebert	4	1	0	0	0	3	1	0	0	0
18	Yvette Gilardi	4	1	0	0	0	3	4	0	3	1900
19	Ginny Hagopian	5	0	0	0	0	4	2	0	8	0
20	Melanie Hibbs	5	0	0	0	0	5	4	0	4	2819
21	E.J. Hong	5	0	0	0	0	3	4	0	1	10003
22	Kim Hunter	5	0	0	0	0	7	10	0	6	5200
23	David Joud	4	0	0	0	1	4	4	0	8	2018
24	John Jue	5	0	0	0	0	3	12	0	1	0
25	Malika Junaid	4	1	0	0	0	4	5	1	1	6308
26	Frona Kahn	5	0	0	0	0	11	5	0	7	70
27	Don Khamapirad	5	0	0	0	0	4	3	0	2	1787
28	Candice Kistner	3	1	0	0	1	16	4	0	1	3985
29	Travis Krepelka	2	2	0	0	1	0	1	0	0	500
30	Gary Laine	4	0	0	0	1	3	3	0	3	99
31	Ann Langley	4	1	0	0	0	4	1	0	0	2800
32	Angela Leung	4	1	0	0	0	9	3	0	3	3194
33	Ronald Leung	5	0	0	0	0	3	8	0	2	255
34	Houshang Livian	4	1	0	0	0	1	6	0	0	0
35	Alicia Lucas	5	0	0	0	0	13	2	0	2	7034
36	David Lunning	5	0	0	0	0	2	13	0	1	92
37	Brett Macauley	5	0	0	0	0	5	0	1	3	2073
38	Warren McCord	5	0	0	0	0	3	4	0	3	10977
39	Wayne Morgan	5	0	0	0	0	1	6	0	0	0
40	Ingrid Mult	5	0	0	0	0	10	11	1	3	1827
41	Armando Palomar	4	0	0	0	1	3	4	0	0	565
42	Stephen Pappas	5	0	0	0	0	3	8	0	4	185
43	Kathryn Pendleton	4	1	0	0	0	1	1	0	3	106
44	Shiva Pouyamehr	0	1	0	0	0	0	0	0	0	0
45	Michael Prevot	5	0	0	0	0	8	28	0	4	2528
46	George Quiring	5	0	0	0	0	2	4	0	1	125
47	Lizbeth Rhodes	5	0	0	0	0	5	2	0	4	9738
48	Joel Robare	3	2	0	0	0	3	1	0	0	0
49	Poppie Rodriguez	5	0	0	0	0	4	6	0	0	1577
50	Michelle Rogers	4	0	0	0	1	5	7	0	3	32353
51	Sooji Rugh	4	1	0	0	0	5	5	0	1	5689
52	Nate Schloss	5	0	0	0	0	2	8	0	3	2457
53	Kelly Shewbridge	5	0	0	0	0	5	5	0	3	300
54	Stephanie Stafford	5	0	0	0	0	7	2	0	1	472
55	George Talbot	5	0	0	0	0	5	8	1	0	2287
56	Danielle Terrazas	4	1	0	0	0	2	6	0	5	7053
57	Charmaine Tu	4	1	0	0	0	9	9	0	0	3739
58	Israel Zehavi	5	0	0	0	0	6	5	0	0	10036
59	Vivien Zheng	5	0	0	0	0	2	5	0	0	0
60	Jeanne dePolo	4	1	0	0	0	8	2	0	0	1612
61	Visitor(s)	0	0	0	0	0	2	9	0	0	29093
<b>Total</b>		258	25	0	0	8	337	337	7	142	303068

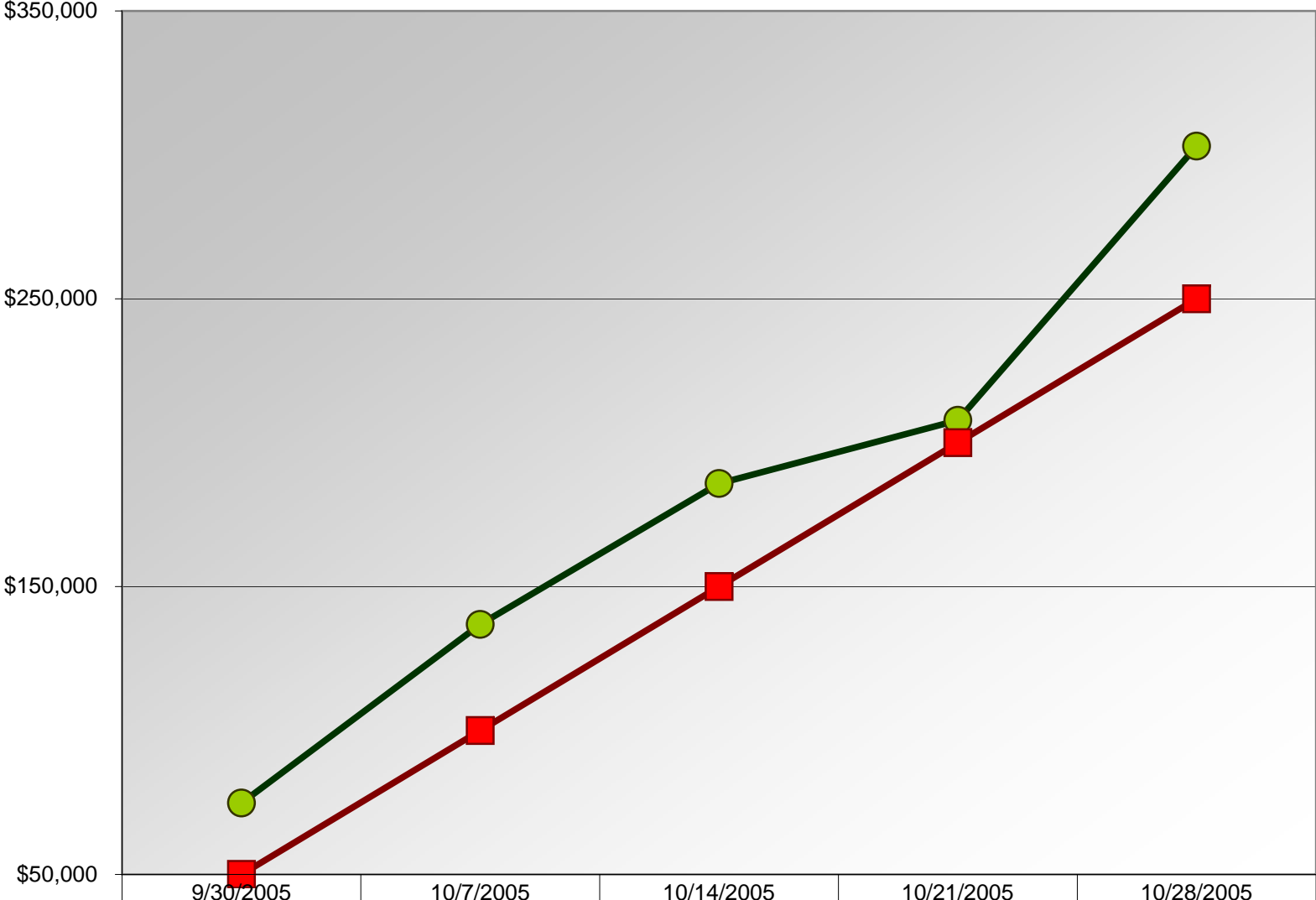
Most **\$\$** 91%

Most **RG**

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value given
1	Alba Alamillo	1	0	0	0	0	2	1	0	0	\$ 252
2	Jason Andrew	1	0	0	0	0	2	2	0	1	\$ -
3	Margaret Barton	1	0	0	0	0	3	0	0	0	\$ -
4	Nicol Bernhardt	1	0	0	0	0	1	0	0	0	\$ 574
5	Mary Blaser	0	0	0	0	1	0	0	0	0	\$ -
6	Kellie Bloom	0	1	0	0	0	0	0	0	1	\$ 135
7	Janet Bocek	1	0	0	0	0	0	5	0	0	\$ 7,575
8	Jacqueline Bocian	1	0	0	0	0	9	1	0	1	\$ 53,415
9	Brian Bulger	1	0	0	0	0	1	0	0	0	\$ -
10	Bryant Busalacchi	1	0	0	0	0	1	1	0	0	\$ 1,716
11	Patricia Cunningham	1	0	0	0	0	1	0	0	0	\$ -
12	Ron DeAngelis	0	1	0	0	0	0	0	0	0	\$ -
13	Doug Dixon	0	1	0	0	0	0	1	0	0	\$ 304
14	David Feldmeyer	1	0	0	0	0	1	4	0	0	\$ 99
15	Jan Fong	1	0	0	0	0	0	1	0	2	\$ 1,589
16	Mark Gardner	1	0	0	0	0	0	2	0	1	\$ 950
17	Martin Gebert	0	1	0	0	0	0	0	0	0	\$ -
18	Yvette Gilardi	1	0	0	0	0	2	1	0	0	\$ -
19	Ginny Hagopian	1	0	0	0	0	0	0	0	0	\$ -
20	Melanie Hibbs	1	0	0	0	0	2	1	0	0	\$ 1,497
21	E.J. Hong	1	0	0	0	0	0	0	0	1	\$ 2,905
22	Kim Hunter	1	0	0	0	0	1	2	0	1	\$ 200
23	David Joud	1	0	0	0	0	0	1	0	1	\$ -
24	John Jue	1	0	0	0	0	1	1	0	0	\$ -
25	Malika Junaid	1	0	0	0	0	1	1	0	0	\$ -
26	Frona Kahn	1	0	0	0	0	3	1	0	2	\$ 70
27	Don Khamapirad	1	0	0	0	0	1	0	0	0	\$ 385
28	Candice Kistner	0	0	0	0	1	0	1	0	0	\$ 1,515
29	Travis Krepelka	0	1	0	0	0	0	0	0	0	\$ 500
30	Gary Laine	1	0	0	0	0	0	0	0	1	\$ -
31	Ann Langley	1	0	0	0	0	4	0	0	0	\$ -
32	Angela Leung	1	0	0	0	0	1	1	0	0	\$ 715
33	Ronald Leung	1	0	0	0	0	0	1	0	0	\$ -
34	Houshang Livian	1	0	0	0	0	0	1	0	0	\$ -
35	Alicia Lucas	1	0	0	0	0	0	0	0	1	\$ 2,035
36	David Lunning	1	0	0	0	0	1	5	0	0	\$ -
37	Brett Macauley	1	0	0	0	0	0	0	1	0	\$ 620
38	Warren McCord	1	0	0	0	0	1	0	0	1	\$ 190
39	Wayne Morgan	1	0	0	0	0	0	0	0	0	\$ -
40	Ingrid Mult	1	0	0	0	0	0	0	0	0	\$ 200
41	Armando Palomar	1	0	0	0	0	1	1	0	0	\$ -
42	Stephen Pappas	1	0	0	0	0	0	0	0	0	\$ 185
43	Kathryn Pendleton	0	1	0	0	0	0	0	0	0	\$ 20
44	Michael Prevot	1	0	0	0	0	0	2	0	3	\$ -
45	George Quiring	1	0	0	0	0	0	1	0	0	\$ 125
46	Lizbeth Rhodes	1	0	0	0	0	1	0	0	0	\$ 1,835
47	Joel Robare	1	0	0	0	0	0	0	0	0	\$ -
48	Poppie Rodriguez	1	0	0	0	0	0	2	0	0	\$ 65
49	Michelle Rogers	0	0	0	0	1	0	0	0	0	\$ 570
50	Sooji Rugh	1	0	0	0	0	2	1	0	0	\$ 2,052
51	Nate Schloss	1	0	0	0	0	0	1	0	1	\$ 645
52	Kelly Shewbridge	1	0	0	0	0	2	0	0	0	\$ 75
53	Stephanie Stafford	1	0	0	0	0	0	0	0	0	\$ 260
54	George Talbot	1	0	0	0	0	0	1	0	0	\$ 1,375
55	Danielle Terrazas	1	0	0	0	0	1	1	0	1	\$ 370
56	Charmaine Tu	0	1	0	0	0	0	2	0	0	\$ 1,375
57	Israel Zehavi	1	0	0	0	0	1	0	0	0	\$ 200
58	Vivien Zheng	1	0	0	0	0	1	0	0	0	\$ -
59	Jeanne dePolo	1	0	0	0	0	1	1	0	0	\$ -
60	Visitor(s)	0	0	0	0	0	0	1	0	0	\$ 8,667
<b>Total</b>		<b>49</b>	<b>7</b>	<b>-</b>	<b>-</b>	<b>3</b>	<b>49</b>	<b>49</b>	<b>1</b>	<b>19</b>	<b>\$ 95,260</b>

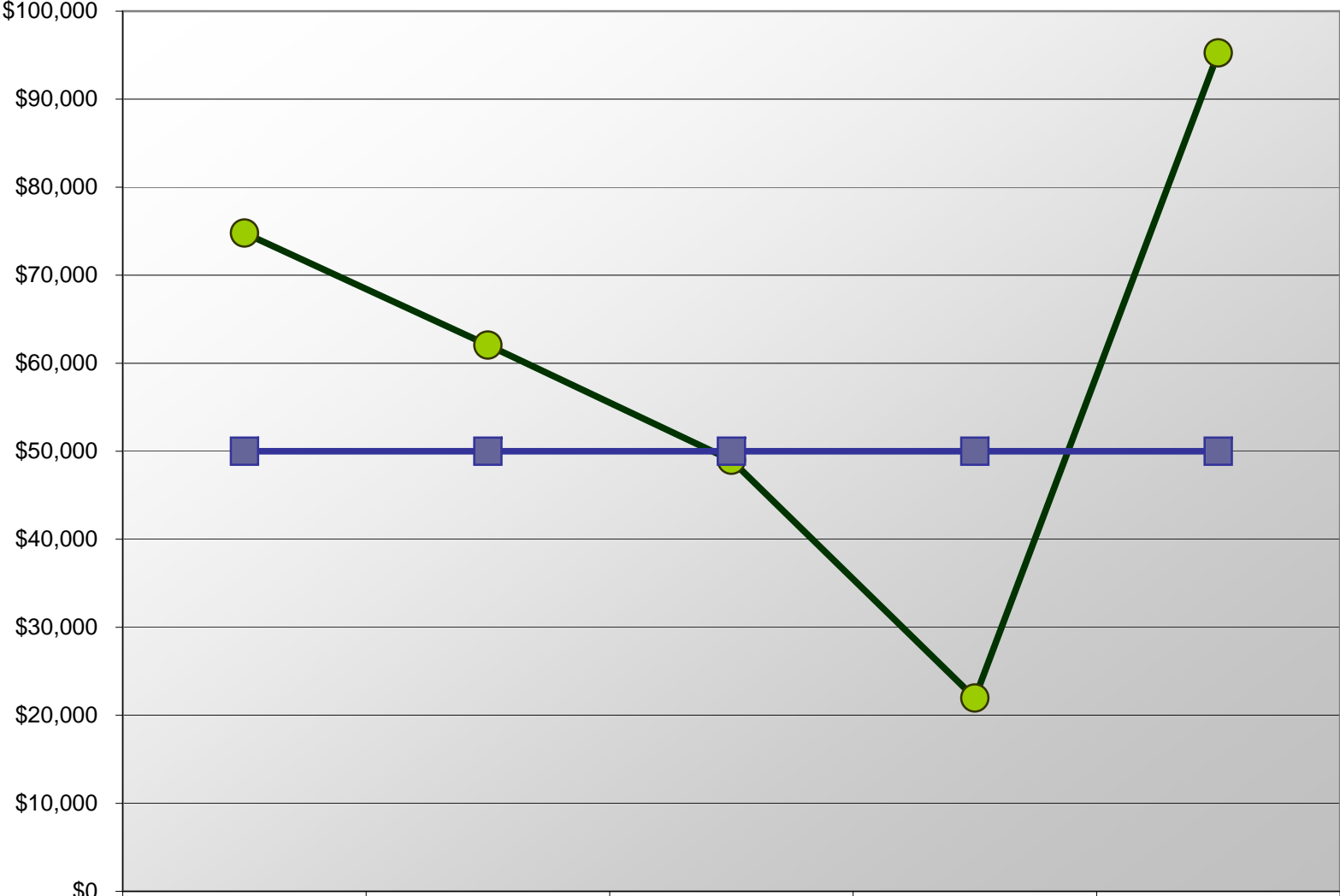
Most **\$\$** 88%  
 Most **RG**

Silicon Valley BNI  
 Thank Yous - October 1, 2009 thru Current Week



● Thank yous for Week	74,792.87	136,856.34	185,836.51	207,803.93	303,063.97
■ Our Annual Goal	50,000.00	100,000.00	150,000.00	200,000.00	250,000.00

Silicon Valley BNI  
Weekly Thank Yous



	9/30/2005	10/7/2005	10/14/2005	10/21/2005	10/28/2005
Thank you for Week	74,792.87	62,063.47	48,980.17	21,967.42	95,260.04
Weekly Goal	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00

## Thank yous for Week

#	Name	Term 1 - Oct 1 - Mar 31	10/28/2005		
			Inside	Outside	Total
8	Jacqueline Bocian	57,755.00		53,415.00	53,415.00
7	Janet Bocek	25,000.38		7,575.48	7,575.48
22	E.J. Hong	10,003.17	2,009.19	896.00	2,905.19
51	Sooji Rugh	5,689.00		2,052.00	2,052.00
36	Alicia Lucas	7,033.78	2,034.80		2,034.80
47	Lizbeth Rhodes	9,737.80		1,834.70	1,834.70
10	Bryant Busalacchi	5,149.30		1,715.75	1,715.75
16	Jan Fong	2,918.93	113.00	1,475.73	1,588.73
29	Candice Kistner	3,984.51	485.00	1,029.51	1,514.51
21	Melanie Hibbs	2,819.02		1,497.42	1,497.42
55	George Talbot	2,287.00		1,375.00	1,375.00
57	Charmaine Tu	3,738.66		1,375.00	1,375.00
17	Mark Gardner	950.00		950.00	950.00
33	Angela Leung	3,194.00	125.00	590.00	715.00
52	Nate Schloss	2,457.00		645.00	645.00
38	Brett Macauley	2,073.25		620.00	620.00
4	Nicol Bernhardt	2,402.15		573.91	573.91
50	Michelle Rogers	32,353.36	570.08		570.08
30	Travis Krepelka	500.00		500.00	500.00
28	Don Khamapirad	1,787.00	385.00		385.00
56	Danielle Terrazas	7,052.00	125.00	245.00	370.00
14	Doug Dixon	10,156.20	304.20		304.20
54	Stephanie Stafford	472.00	260.00		260.00
1	Alba Alamillo	794.00	27.00	225.00	252.00
23	Kim Hunter	5,200.00	200.00		200.00
41	Ingrid Mult	1,827.00		200.00	200.00
58	Israel Zehavi	10,035.00		200.00	200.00
39	Warren McCord	10,977.00		190.00	190.00
43	Stephen Pappas	185.00	185.00		185.00
6	Kelli Bloom	2,503.00	135.00		135.00
46	George Quiring	125.00	125.00		125.00
15	David Feldmeyer	99.00	99.00		99.00
53	Kelly Shewbridge	299.79	75.00		75.00
27	Frona Kahn	70.00	70.00		70.00
49	Poppie Rodriguez	1,577.06	65.00		65.00
44	Kathryn Pendleton	106.00	20.00		20.00
2	Jason Andrew	14,510.00			-
3	Margaret Barton	6,100.00			-
5	Mary Blaser	60.00			-
9	Brian Bulger	639.04			-
11	Patricia Cunningham	225.64			-
12	Jeanne dePolo	1,611.57			-
13	Ron DeAngelis	948.67			-
18	Martin Gebert	-			-
19	Yvette Gilardi	1,900.00			-
20	Ginny Hagopian	-			-
24	David Joud	2,017.26			-
25	John Jue	-			-
26	Malika Junaid	6,308.32			-
31	Gary Laine	99.00			-
32	Ann Langley	2,800.00			-
34	Ronald Leung	255.00			-
35	Houshang Livian	-			-
37	David Lunning	92.00			-
40	Wayne Morgan	-			-
42	Armando Palomar	565.00			-
45	Michael Prevot	2,528.00			-
48	Joel Robare	-			-
59	Vivien Zheng	-			-
60	Eileen Yen	-			-
61	Visitor(s)	29,093.11	9.80	8,657.47	8,667.27
	TOTAL	303,063.97	7,422.07	87,837.97	95,260.04

