

Weekly BNI VP Report

For meeting 11/12/2009

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Presidents Notes

- Thank you for your continued contributions to the group. Our numbers are really great. I'd like to encourage your continued professionalism and self-enforcement of the BNI rules - they help tremendously.
- I have a lot on my mind before our meeting starts and I want to make sure that I stay focused on running the meeting in a positive and uplifting way. Toward this end, I'd like to ask you to hold issues, problems, or concerns that you have until after the meeting. If it's truly important and something that needs to be addressed during the meeting, please discuss it with me before the meeting. However, if it does not need to be addressed during the meeting, please wait and talk to me after the meeting. Thank you for your cooperation and consideration.
- From www.quoteaction.com: "You must do the thing you think you cannot do." This quote is by Eleanor Roosevelt, American Humanitarian and First Lady and was submitted by Betty Jo Waxman, Productive Learning & Leisure, Assistant Director, BNI San Francisco Bay Area, USA. Your action for this week is to identify what you have been avoiding, or resisting in your business and move it to the top of your priority list, or take it off altogether.

VP Report

Week of November 12, 2009

	November 12, 2009	Weekly Goal	Oct 1 – Nov 12	Annual Goal
Closed Business	\$85,334	\$50,000	\$387,408	\$2,000,000
Referrals Passed	60	50	467	2,500
One to Ones	22	20	185	1,000
Visitors	1	5	9	250
Attendance	86%	95%	92%	95%

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

VP Report

Closed Business:

\$40,060 – George Talbot

\$ 6,025 - Ingrid Mult

\$ 5,329 - Jeanne DePolo

Referrals Given:

7 - Jacqueline Bocian

6 – Mary Blaser

4 – Patricia Cunningham

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

Secretary/Treasurer

Speaker Rotation:

- 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.

Information regarding presentation:

<http://siliconvalleybni.com/speaker-information/>

Secretary/Treasurer

Members needing to attend MSP:

- 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 December: MC Approved

- David Joud (Paid)
- Bryant Busalacchi (Unpaid)
- Michelle Rogers (Unpaid)
- Warren McCord (Unpaid)

Renewals for January: MC Review

- Kim Hunter
- Brian Bulger

If a member is up for renewal and you have concerns, please email the Membership Committee at memberships@bni.com with your concerns.

If you have a conflict, please try to resolve with the member, then approach the Membership Committee if it remains open.

Please be professional at all times and treat your relationships with your fellow members with the same respect you feel you deserve. You are subject to the Code of Ethics. Consult with a membership committee member with questions.

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!

Important Note: *Your membership does not give you permission to email the whole group announcements, newsletters or spam. BNI rules state that we are to be respectful and follow the appropriate guidelines under spam.*

If someone has sent you an announcement, please email them privately requesting you not be included. If you do not have resolution, please submit your concerns to the membership committee:

memberships vbni@gmail.com

Educational Moment

November 12, 2009

Michelle Rogers

Profile Your Preferred Client

Who are your preferred, ideal clients? These are people who put good money in your pocket because you fit THEIR needs to a tee. If your client database were filled with only these people and businesses, imagine how successful you would be. More importantly, your BNI chapter members will be able to provide you with more targeted referrals who are ready to close business. Using terms such as "anybody" or "everybody" in your infomercial is a sure sign of a neophyte networker.

Action Plan:

- Take the time to identify who your ideal client is and why they are your ideal client. Ask yourself probing questions and be as specific as possible:
 - Is your preferred client a consumer or another business?
 - Demographics – Geographic area you cover
 - Consumer – Household income, gender, marital status, education, home owner
 - Business – Type of business, industry, revenues, years in business, public or private.
 - Your specific profession might determine the specific elements YOU should consider.
- Put the qualities of your ideal client in writing and keep it some place where you can view it.
- Practice describing this ideal client in your BNI infomercials, at other networking opportunities such as Chamber mixers and with your current satisfied customers.

Event Coordinator

- **December 6, 2009 - Holiday Party**

Visitor Hosts

Visitors this term:

George Kutmar - One Workplace - 1

Mariyer Hatamy - SAF Employment Specialist
- 1

Evan Ellithorpe – Young Professionals – 1

Jill Hessler – Facial Plastic – 1

Jerome Boynton – 1

Choo Briney – Choo Paints – 1

Paulo L. Sanchez – First American Exchange
Co – 1

Craig Uffelman – Ameriprise – 1

Jane Jacobson – Tutor – 1

Patricia Del Gavio – Del Gavio Group – 1

Bob Davis – Spectrum Fine Homes – 1

Zach Smith – Zach Smith Landsaping – 1

Glenn Smith – GCS Consulting - 1

Visitor Hosts

Visitors this term who have visited twice or are in conflict:

Visitors who have come to our chapter twice must turn in an application. **If they are on this list and you contact them to sub, you will be counted absent.** Please let us know if you need suggestions on how to find a sub.

- Avi Lenchner - AVI Decorative Painting – 2
- Alex Lubin – Rent a Handyman – 3 Application Pending
- Amy Pontzloff – Lymphatic Face & Body Therapy – 2 also a category conflict

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 - Mixer is Wednesday, November 11, 2009 rsvp

www.chambermv.org

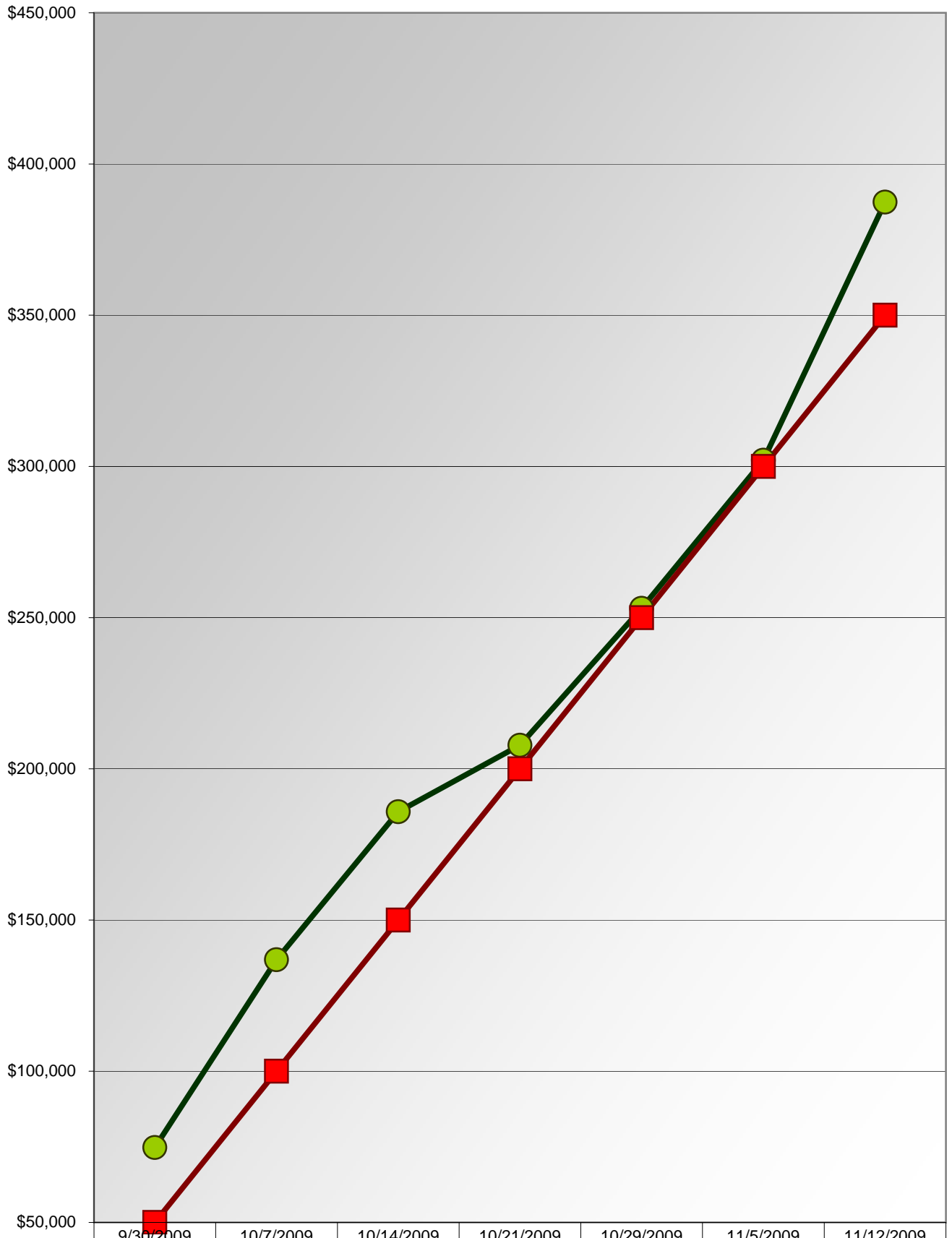
Oct-01-2009 - Nov-12-2009

#	Name	P	A	L	M	S	R G	RR	V	1 to 1	Value given
1	Alba Alamillo	5	2	0	0	0	9	4	0	0	\$ 1,719
2	Jason Andrew	6	1	0	0	0	28	18	1	5	\$ 14,510
3	Margaret Barton	7	0	0	0	0	10	4	0	8	\$ 6,100
4	Nicol Bernhardt	6	0	0	0	1	6	6	0	2	\$ 3,308
5	Mary Blaser	5	1	0	0	1	26	2	1	2	\$ 185
6	Kellie Bloom	5	1	0	0	0	8	10	0	15	\$ 2,638
7	Janet Bocek	7	0	0	0	0	9	18	0	0	\$ 30,605
8	Jacqueline Bocian	7	0	0	0	0	53	6	1	5	\$ 10,970
9	Brian Bulger	7	0	0	0	0	3	10	0	5	\$ 639
10	Bryant Busalacchi	7	0	0	0	0	5	4	0	2	\$ 6,751
11	Patricia Cunningham	7	0	0	0	0	11	1	1	10	\$ 226
12	Ron DeAngelis	4	2	0	0	1	2	4	0	2	\$ 949
13	Doug Dixon	6	1	0	0	0	3	15	0	3	\$ 13,061
14	David Feldmeyer	3	0	0	0	0	3	6	0	0	\$ 1,424
15	Jan Fong	6	0	0	0	1	3	8	0	2	\$ 3,526
16	Mark Gardner	5	2	0	0	0	10	7	0	1	\$ 1,135
17	Martin Gebert	5	1	1	0	0	4	1	0	0	\$ -
18	Yvette Gilardi	6	1	0	0	0	4	4	0	3	\$ 2,660
19	Ginny Hagopian	7	0	0	0	0	4	2	0	8	\$ -
20	Melanie Hibbs	7	0	0	0	0	8	5	0	5	\$ 4,557
21	E.J. Hong	7	0	0	0	0	4	5	0	1	\$ 14,311
22	Kim Hunter	7	0	0	0	0	8	14	0	9	\$ 7,700
23	David Joud	6	0	0	0	1	5	7	0	12	\$ 3,023
24	John Jue	7	0	0	0	0	5	16	0	2	\$ 155
25	Malika Junaid	5	1	0	0	1	6	6	1	1	\$ 6,308
26	Frona Kahn	6	0	0	0	1	12	8	0	8	\$ 170
27	Don Khamapirad	7	0	0	0	0	5	4	1	3	\$ 2,457
28	Candice Kistner	4	2	0	0	1	20	5	0	1	\$ 4,055
29	Travis Krepelka	4	2	0	0	1	2	3	0	0	\$ 500
30	Gary Laine	6	0	0	0	1	4	4	0	5	\$ 1,069
31	Ann Langley	4	2	0	0	0	4	1	0	0	\$ 2,800
32	Angela Leung	5	1	0	0	1	13	8	0	3	\$ 3,828
33	Ronald Leung	7	0	0	0	0	4	13	0	2	\$ 1,187
34	Houshang Livian	6	1	0	0	0	1	8	0	0	\$ -
35	Alicia Lucas	7	0	0	0	0	15	6	0	2	\$ 7,993
36	David Lunning	7	0	0	0	0	4	14	0	2	\$ 495
37	Brett Macauley	7	0	0	0	0	7	1	1	3	\$ 2,109
38	Warren McCord	7	0	0	0	0	5	10	0	3	\$ 11,170
39	Wayne Morgan	7	0	0	0	0	1	14	0	1	\$ -
40	Ingrid Mult	7	0	0	0	0	16	20	1	4	\$ 7,852
41	Armando Palomar	5	1	0	0	1	4	6	0	0	\$ 844
42	Stephen Pappas	7	0	0	0	0	3	13	0	4	\$ 245
43	Kathryn Pendleton	5	1	0	0	1	2	1	0	3	\$ 206
44	Shiva Pouyamehr	0	1	0	0	0	0	0	0	0	\$ -
45	Michael Prevot	7	0	0	0	0	11	33	0	6	\$ 3,401
46	George Quiring	7	0	0	0	0	4	7	0	1	\$ 125
47	Lizbeth Rhodes	7	0	0	0	0	6	2	0	4	\$ 11,068
48	Joel Robare	3	4	0	0	0	3	1	0	0	\$ 55
49	Poppie Rodriguez	7	0	0	0	0	7	12	0	1	\$ 1,696
50	Michelle Rogers	6	0	0	0	1	5	10	0	4	\$ 35,724
51	Sooji Rugh	6	1	0	0	0	7	6	0	2	\$ 8,468
52	Nate Schloss	6	1	0	0	0	4	11	0	3	\$ 2,785
53	Kelly Shewbridge	7	0	0	0	0	5	5	0	4	\$ 555
54	Stephanie Stafford	7	0	0	0	0	11	3	0	4	\$ 572
55	George Talbot	7	0	0	0	0	5	9	1	0	\$ 63,347
56	Danielle Terrazas	6	1	0	0	0	5	7	0	6	\$ 9,519
57	Charmaine Tu	6	1	0	0	0	14	13	0	1	\$ 5,525
58	Israel Zehavi	7	0	0	0	0	6	6	0	2	\$ 10,194
59	Vivien Zheng	7	0	0	0	0	2	7	0	0	\$ 75
60	Jeanne dePolo	6	1	0	0	0	11	3	0	0	\$ 7,572
61	Visitor(s)	0	0	0	0	0	2	10	0	0	\$ 43,287
Total		360	33	1	0	14	467	467	9	185	387408

Most **\$\$** 92%

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	253,063.97	302,069.06	387,401.08
■ Our Annual Goal	50,000.00	100,000.00	150,000.00	200,000.00	250,000.00	300,000.00	350,000.00

Thank yous for Week

#	Name	Term 1 - Oct 1 - Mar 31	11/12/2009	11/12/2009	11/12/2009
			Inside	Outside	Total
1	Alba Alamillo	1,719.00		205.00	205.00
2	Jason Andrew	14,510.00			-
3	Margaret Barton	6,100.00			-
4	Nicol Bernhardt	3,307.65		635.50	635.50
5	Mary Blaser	185.00		125.00	125.00
6	Kelli Bloom	2,638.00			-
7	Janet Bocek	30,605.82		5,055.44	5,055.44
8	Jacqueline Bocian	10,970.00		3,120.00	3,120.00
9	Brian Bulger	639.04			-
10	Bryant Busalacchi	6,750.05		1,600.75	1,600.75
11	Patricia Cunningham	225.64			-
12	Jeanne dePolo	7,571.32	811.00	4,517.75	5,328.75
13	Ron DeAngelis	948.67			-
14	Doug Dixon	13,061.20			-
15	David Feldmeyer	1,424.00	1,325.00		1,325.00
16	Jan Fong	3,525.93		607.00	607.00
17	Mark Gardner	1,135.00	185.00		185.00
18	Martin Gebert	-			-
19	Yvette Gilardi	2,660.00	235.00		235.00
20	Ginny Hagopian	-			-
21	Melanie Hibbs	4,557.02		1,165.00	1,165.00
22	E.J. Hong	14,310.81		448.00	448.00
23	Kim Hunter	7,700.00		2,500.00	2,500.00
24	David Joud	3,022.26		785.00	785.00
25	John Jue	155.00	155.00		155.00
26	Malika Junaid	6,308.32			-
27	Frona Kahn	170.00	100.00		100.00
28	Don Khamapirad	2,457.00	500.00		500.00
29	Candice Kistner	4,054.51		70.00	70.00
30	Travis Krepelka	500.00			-
31	Gary Laine	1,069.00	150.00	720.00	870.00
32	Ann Langley	2,800.00			-
33	Angela Leung	3,828.00		389.00	389.00
34	Ronald Leung	1,186.68		931.68	931.68
35	Houshang Livian	-			-
36	Alicia Lucas	7,992.78		762.00	762.00
37	David Lunning	495.00			-
38	Brett Macauley	2,109.50		36.25	36.25
39	Warren McCord	11,170.00		193.00	193.00
40	Wayne Morgan	-			-
41	Ingrid Mult	7,852.00		6,025.00	6,025.00
42	Armando Palomar	844.00	99.00	60.00	159.00
43	Stephen Pappas	245.00			-
44	Kathryn Pendleton	206.00	100.00		100.00
45	Michael Prevot	3,400.50		467.50	467.50
46	George Quiring	125.00			-
47	Lizbeth Rhodes	11,067.80		655.00	655.00
48	Joel Robare	55.00			-
49	Poppie Rodriguez	1,696.06	59.00		59.00
50	Michelle Rogers	35,724.11		938.75	938.75
51	Sooji Rugh	8,468.00		500.00	500.00
52	Nate Schloss	2,784.69		327.69	327.69
53	Kelly Shewbridge	554.79		60.00	60.00
54	Stephanie Stafford	572.00		-	-
55	George Talbot	63,347.00	60.00	40,000.00	40,060.00
56	Danielle Terrazas	9,518.00	100.00	945.00	1,045.00
57	Charmaine Tu	5,524.91		1,103.00	1,103.00
58	Israel Zehavi	10,192.70	85.00		85.00
59	Vivien Zheng	75.00		75.00	75.00
60	Eileen Yen	-			-
61	Visitor(s)	43,286.32		6,344.71	6,344.71
	TOTAL	387,401.08	3,964.00	81,368.02	85,332.02
		300,000.00			50,000.00

