

Weekly BNI VP Report

For meeting 11/19/2009

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Presidents Notes

- Thankfulness - I hope that you had a wonderful Thanksgiving. Let's try to be thankful all-year around – this will make a difference in your business.
- Name tags - please wear name tags – I forgot mine last week too.
- Supplies – I have been ordering supplies (referrals slips, blue slips, etc.) almost weekly from the regional office and they're telling me that we are using a lot more than we are reporting. Please be really careful with the supplies and use only what you need to use. Thank you.
- From www.quoteaction.com:
- "There is Power in the Clarity of your Articulation." This quote is by Bob Nicoll, Author of "Remember the Ice and Other Paradigm Shifts" and Assistant Director, BNI Alaska, USA.
- Your action for this week is to focus on eradicating one of your "(k)notty words" -- "not, don't, can't, won't, wouldn't, couldn't or shouldn't" are good starts. Develop an empowering alternative for each word -- do, can, will, would, could -- and begin using them to reframe your message.

VP Report

Week of November 19, 2009

	November 19, 2009	Weekly Goal	Oct 1 – Nov 19	Annual Goal
Closed Business	\$34,984	\$50,000	\$422,392	\$2,000,000
Referrals Passed	75	50	542	2,500
One to Ones	14	20	199	1,000
Visitors	1	5	10	250
Attendance	84%	95%	92%	95%

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

VP Report

Closed Business:

\$11,969 – Alicia Lucas

\$ 5,818 - Michelle Rogers

\$ 4,457 - Ginny Hagopian

Referrals Given:

10 – Ingrid Mult

4 - Jacqueline Bocian

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 if:
 - 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 referral 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:

- December 3 Janet Bocek/Alicia Lucas
- December 11 Nate Schloss, Gary Laine
- December 17 Michelle Rogers, Wayne Morgan
- December 24 No meeting Happy Holiday

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 January: MC Review

- Kim Hunter Fees Due
- Brian Bulger Fees Due

If a member is up for renewal and you have concerns, please email the Membership Committee at membershipsbnl@gmail.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 19, 2009

Jan Fong

Recruit your Marketing Team

At BNI all your chapter members are hard at work to find qualified referrals for you as you are for them. However, you will notice that you and some members are consistently more successful in providing qualified referrals to each other –

We call these teams “Power Partners” or evangelists or influencers. They are walking, talking ambassadors for your business. Their recommendations and testimonials carry great weight with your preferred clients.

Power Partners are often in related businesses. For example, a real estate attorney, commercial and residential real estate agents and mortgage lenders along with a CPA who works with real estate investors are natural power partners.

Power Partners:

- Need to be in front of your preferred client on a regular basis, but for a different reason than yours
- They know you well, like you a lot and trust you implicitly
- They are influential enough that others will listen to what they say
- If possible, they have firsthand experience with your products or services

AS WELL, You too are in a position to provide referrals to your power partners based on these same criteria.

Action Plan:

Identify 3 of these influential people within your network to be your power partners. Set your sights high. It's an honor to be part of your power partner team.

Event Coordinator

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

- 3 p.m.

- **Malika's House**

- 25 W Portola Ave**

- Los Altos, CA 94022**

- 650-269-6936**

- **Bring drink to share**

- **Bring gift to exchange**

RSVP:

<http://www.evite.com/pages/invite/viewInvite.jsp?inviteId=CZBYTKIPXKXYEKBSQNVG>

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 – 2

Matthew Coleman – Real Estate Attny - 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.

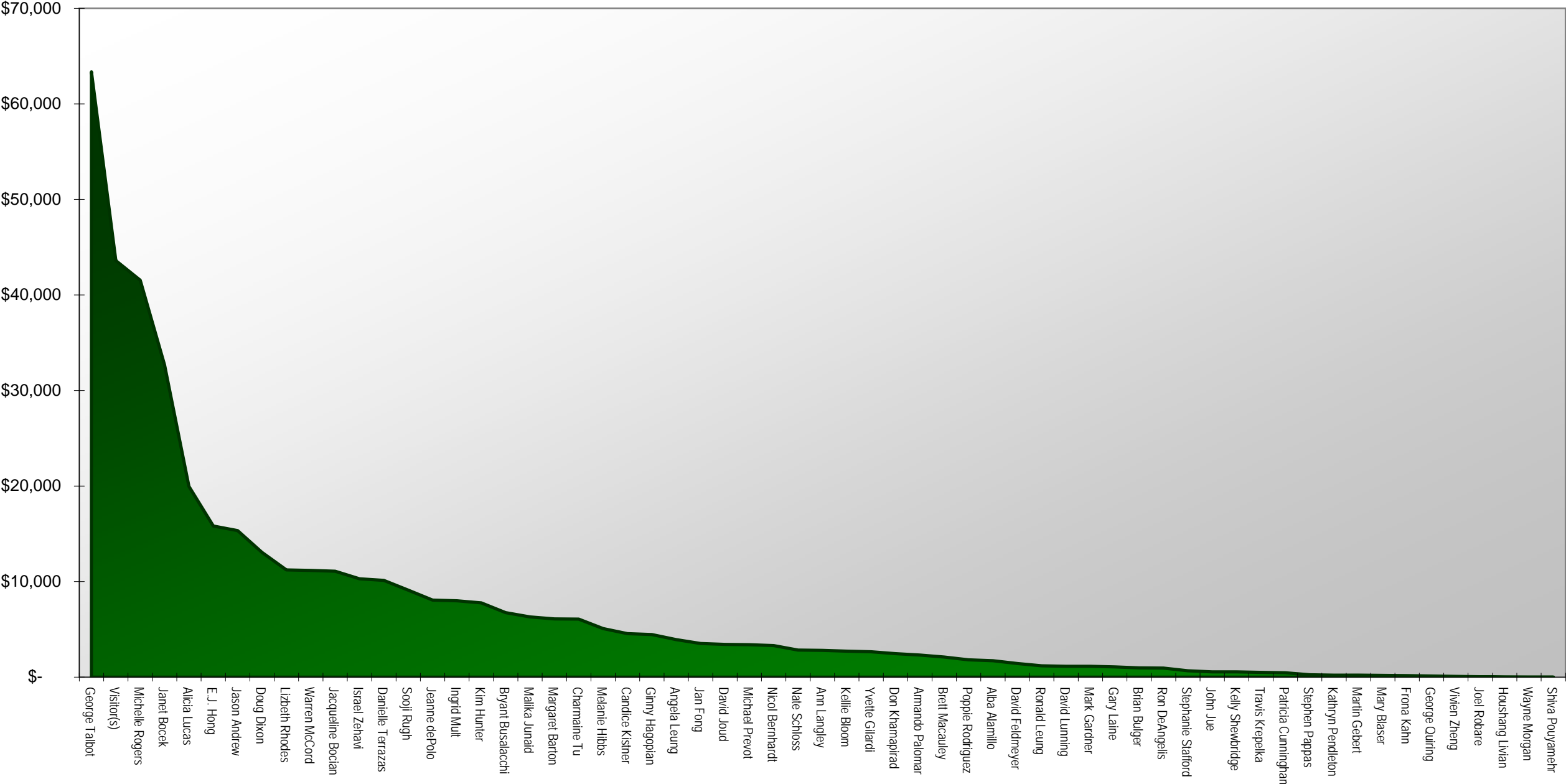
- Avi Lenchner - AVI Decorative Painting – 2
- Alex Lubin – Rent a Handyman – 3 Application Pending
- Amy Pontzloff – Lymphatic Face & Body Therapy – 2 also a category conflict

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

Value Given



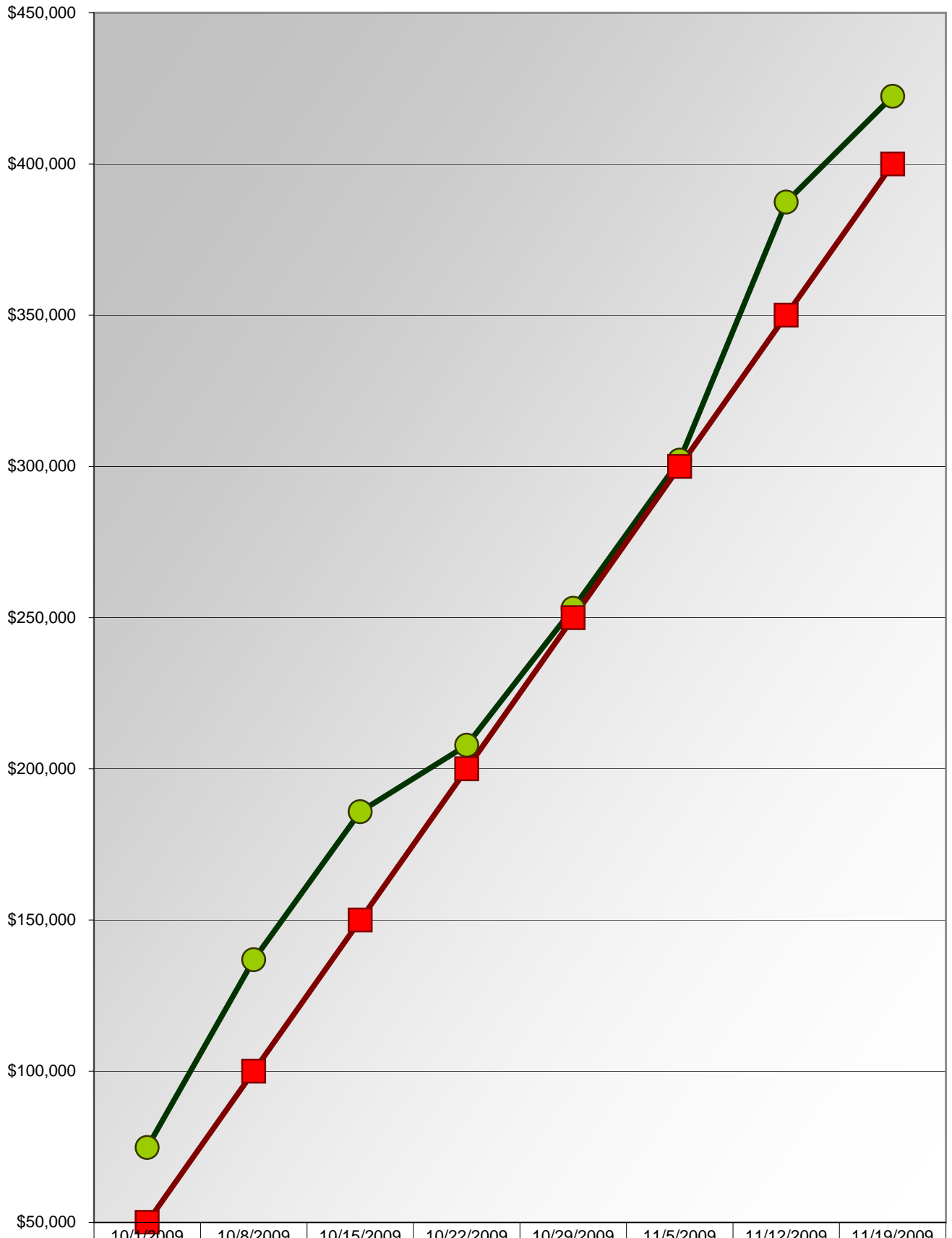
Oct-01-2009 - Nov-19-2009

#	Name	P	A	L	M	S	R G	RR	V	1 to 1	Value given
55	George Talbot	7	1	0	0	0	5	10	1	0	\$ 63,347
61	Visitor(s)	0	0	0	0	0	5	11	0	0	\$ 43,597
50	Michelle Rogers	7	0	0	0	1	6	11	0	4	\$ 41,542
7	Janet Bocsek	8	0	0	0	0	10	19	0	0	\$ 32,690
35	Alicia Lucas	8	0	0	0	0	19	7	0	2	\$ 19,962
21	E.J. Hong	8	0	0	0	0	5	6	0	1	\$ 15,813
2	Jason Andrew	7	1	0	0	0	32	20	1	6	\$ 15,338
13	Doug Dixon	7	1	0	0	0	4	16	0	3	\$ 13,061
47	Lizbeth Rhodes	7	1	0	0	0	6	3	0	4	\$ 11,225
38	Warren McCord	7	1	0	0	0	5	10	0	3	\$ 11,170
8	Jacqueline Bocian	8	0	0	0	0	57	7	1	6	\$ 11,090
58	Israel Zehavi	8	0	0	0	0	6	7	0	2	\$ 10,294
56	Danielle Terrazas	7	1	0	0	0	5	10	0	6	\$ 10,131
51	Sooji Rugh	7	1	0	0	0	9	8	0	2	\$ 9,108
60	Jeanne dePolo	7	1	0	0	0	15	5	0	0	\$ 8,060
40	Ingrid Mult	8	0	0	0	0	26	27	1	4	\$ 7,987
22	Kim Hunter	8	0	0	0	0	8	14	0	9	\$ 7,775
10	Bryant Busalacchi	8	0	0	0	0	6	4	0	2	\$ 6,751
25	Malika Junaid	6	1	0	0	1	8	6	1	1	\$ 6,308
3	Margaret Barton	8	0	0	0	0	12	4	0	10	\$ 6,100
57	Charmaine Tu	7	1	0	0	0	18	18	0	1	\$ 6,070
20	Melanie Hibbs	8	0	0	0	0	11	5	0	5	\$ 5,082
28	Candice Kistner	5	2	0	0	1	21	6	0	1	\$ 4,555
19	Ginny Hagopian	8	0	0	0	0	6	2	0	8	\$ 4,457
32	Angela Leung	5	2	0	0	1	13	9	0	4	\$ 3,928
15	Jan Fong	7	0	0	0	1	4	8	0	3	\$ 3,526
23	David Joud	7	0	0	0	1	6	9	0	15	\$ 3,427
45	Michael Prevot	8	0	0	0	0	12	37	0	6	\$ 3,401
4	Nicol Bernhardt	7	0	0	0	1	8	8	0	2	\$ 3,308
52	Nate Schloss	7	1	0	0	0	5	13	0	3	\$ 2,830
31	Ann Langley	4	2	0	0	0	4	1	0	0	\$ 2,800
6	Kellie Bloom	6	1	0	0	0	8	11	0	16	\$ 2,723
18	Yvette Gilardi	7	1	0	0	0	5	5	0	3	\$ 2,660
27	Don Khamapirad	8	0	0	0	0	6	8	2	4	\$ 2,457
41	Armando Palomar	6	1	0	0	1	5	10	0	0	\$ 2,308
37	Brett Macauley	7	0	0	0	1	7	1	1	3	\$ 2,109
49	Poppie Rodriguez	8	0	0	0	0	7	15	0	1	\$ 1,816
1	Alba Alamillo	6	2	0	0	0	9	4	0	0	\$ 1,719
14	David Feldmeyer	4	0	0	0	0	3	7	0	1	\$ 1,424
33	Ronald Leung	7	1	0	0	0	4	13	0	2	\$ 1,187
36	David Lunning	8	0	0	0	0	4	15	0	3	\$ 1,137
16	Mark Gardner	6	2	0	0	0	11	9	0	1	\$ 1,135
30	Gary Laine	6	1	0	0	1	4	5	0	5	\$ 1,069
9	Brian Bulger	8	0	0	0	0	4	10	0	5	\$ 969
12	Ron DeAngelis	5	2	0	0	1	2	4	0	2	\$ 949
54	Stephanie Stafford	8	0	0	0	0	13	3	0	4	\$ 672
24	John Jue	8	0	0	0	0	5	18	0	2	\$ 555
53	Kelly Shewbridge	8	0	0	0	0	8	5	0	4	\$ 555
29	Travis Krepelka	5	2	0	0	1	3	4	0	0	\$ 500
11	Patricia Cunningham	8	0	0	0	0	15	3	1	10	\$ 454
42	Stephen Pappas	8	0	0	0	0	3	17	0	4	\$ 245
43	Kathryn Pendleton	6	1	0	0	1	3	2	0	4	\$ 206
17	Martin Gebert	5	2	1	0	0	4	1	0	0	\$ 200
5	Mary Blaser	6	1	0	0	1	27	3	1	2	\$ 185
26	Frona Kahn	7	0	0	0	1	12	9	0	8	\$ 170
46	George Quiring	8	0	0	0	0	4	7	0	1	\$ 125
59	Vivien Zheng	8	0	0	0	0	2	7	0	0	\$ 75
48	Joel Robare	3		0	0	0	3	1	0	0	\$ 55
34	Houshang Livian	7	1	0	0	0	2	8	0	0	\$ -
39	Wayne Morgan	8	0	0	0	0	2	16	0	1	\$ -
44	Shiva Pouyamehr	0	1	0	0	0	0	0	0	0	\$ -
Total		409	36	1	0	15	542	542	10	199	422392

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	422,385.08
■ Our Annual Goal	50,000.00	100,000.00	150,000.00	200,000.00	250,000.00	300,000.00	350,000.00	400,000.00

Thank yous for Week

#	Name	Term 1 - Oct 1 - Mar 31	11/19/2009 Inside	11/19/2009 Outside	11/19/2009 Total
1	Alba Alamillo	1,719.00			-
2	Jason Andrew	14,510.00			-
3	Margaret Barton	6,928.00	828.00		828.00
4	Nicol Bernhardt	3,307.65			-
5	Mary Blaser	185.00			-
6	Kelli Bloom	2,723.00	85.00		85.00
7	Janet Bocek	32,690.82		2,085.00	2,085.00
8	Jacqueline Bocian	11,090.00	60.00	60.00	120.00
9	Brian Bulger	969.04	330.00		330.00
10	Bryant Busalacchi	6,750.05			-
11	Patricia Cunningham	453.64	60.00	168.00	228.00
12	Jeanne dePolo	8,059.32		488.00	488.00
13	Ron DeAngelis	948.67			-
14	Doug Dixon	13,061.20			-
15	David Feldmeyer	1,424.00			-
16	Jan Fong	3,525.93			-
17	Mark Gardner	1,135.00			-
18	Martin Gebert	200.00		200.00	200.00
19	Yvette Gilardi	2,660.00			-
20	Ginny Hagopian	4,457.00	4,457.00	-	4,457.00
21	Melanie Hibbs	5,082.02		525.00	525.00
22	E.J. Hong	15,812.81	1,054.00	448.00	1,502.00
23	Kim Hunter	7,775.00		75.00	75.00
24	David Joud	3,426.26	162.00	242.00	404.00
25	John Jue	555.00	400.00		400.00
26	Malika Junaid	6,308.32			-
27	Frona Kahn	170.00			-
28	Don Khamapirad	2,457.00			-
29	Candice Kistner	4,554.51	500.00		500.00
30	Travis Krepelka	500.00			-
31	Gary Laine	1,069.00			-
32	Ann Langley	2,800.00			-
33	Angela Leung	3,928.00	100.00		100.00
34	Ronald Leung	1,186.68			-
35	Houshang Livian	-			-
36	Alicia Lucas	19,961.78		11,969.00	11,969.00
37	David Lunning	1,137.00		642.00	642.00
38	Brett Macauley	2,109.50			-
39	Warren McCord	11,170.00			-
40	Wayne Morgan	-			-
41	Ingrid Mult	7,987.00	55.00	80.00	135.00
42	Armando Palomar	2,308.00	1,404.00	60.00	1,464.00
43	Stephen Pappas	245.00			-
44	Kathryn Pendleton	206.00			-
45	Michael Prevot	3,400.50			-
46	George Quiring	125.00			-
47	Lizbeth Rhodes	11,224.80	157.00		157.00
48	Joel Robare	55.00			-
49	Poppie Rodriguez	1,816.06	120.00		120.00
50	Michelle Rogers	41,542.11	5,818.00		5,818.00
51	Sooji Rugh	9,108.00	555.00	85.00	640.00
52	Nate Schloss	2,829.69	45.00		45.00
53	Kelly Shewbridge	554.79			-
54	Stephanie Stafford	672.00	100.00		100.00
55	George Talbot	63,347.00			-
56	Danielle Terrazas	10,130.00		612.00	612.00
57	Charmaine Tu	6,069.91		545.00	545.00
58	Israel Zehavi	10,292.70		100.00	100.00
59	Vivien Zheng	75.00			-
60	Eileen Yen	-			-
61	Visitor(s)	43,596.32		310.00	310.00
	TOTAL	422,385.08	16,290.00	18,694.00	34,984.00
		400,000.00			50,000.00