

# Weekly BNI VP Report

For meeting 12/10/2009

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# Presidents Notes

- 1 . Illness - please stay home if you're sick. Thank you for being considerate.
- 2. Arrival Time - please arrive at 6:45 a.m. (and no later than 7 a.m.) especially if you're bringing a visitor. Michael's needs to make sure that we have enough food.
- 3. Quote of the Week - "The measure of success is not whether you have a tough problem to deal with, but whether it is the same problem you had last year! This quote is by John Foster Dulles, Former Secretary of State and was submitted by Dawn Lyons, Executive Director, BNI San Francisco Bay Area, USA.

Your action for this week is to write down the many problems you deal with in your business. See if they have been recurring problems for years or not. If so, seek advice from someone in your profession, who is incredibly successful, and see how they overcame the problem(s)!

# VP Report

## Week of December 10, 2009

	December 10, 2009	Weekly Goal	Oct 1 – Dec 10	Annual Goal
<b>Closed Business</b>	\$70,792	\$50,000	\$590,163	\$2,000,000
<b>Referrals Passed</b>	55	50	671	2,500
<b>One to Ones</b>	21	20	254	1,000
<b>Visitors</b>	2	5	19	250
<b>Attendance</b>	81%	95%	88%	95%

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

# VP Report

## **Closed Business:**

\$23,000 – Alba Almillio

\$13,021 - Don Khamapirad

\$ 5,180 - Michelle Rogers

## **Referrals Given:**

7 – Mary Blaser

7 – Angela Leung

4 – Michael Prevot

*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](mailto:svbnivp@gmail.com)

# Secretary/Treasurer

## Speaker Rotation:

- Dec 17- Michelle Rogers, Wayne Morgan
- Dec 24- Happy Holidays
- Dec 31 - Happy New Year
- Jan 7- Kellie Bloom, Jason Andrew
- Jan 15- Danielle Terrazas, George Talbot
- Jan 21- Jackie Bocian, Liz Rhodes

*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](mailto: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](mailto:memberships vbni@gmail.com)

# Educational Moment

December 3, 2009

Michelle Rogers

## **Create a Network Relationship Database**

If your powers of recollection are in the “mere mortal” range, you will need tools to keep all the details straight about your clients and your business network relationships. It is important to have a system to reliably hold the information you need about the people who make up your network. Whether it is a high tech software database program or a low tech rolodex or notebook, it’s up to you. Choose the system you will consistently use, BUT have a system!

You need to keep more than just contact information.

- Who gave you the referral?
- How did the referral develop?
- Did the referral lead to closed business?
- Referrals you have given to others
- Did your referral lead to closed business for your referral partner?
- Types of clients your power partners want to meet
- How often you have met; any details of conversations to remember
- Any other significant information such as spouse’s and children’s names, birthdays, etc.
- BNI has created a simple system to get you started, but successful networkers record and track all of their information to see patterns and new opportunities.

### **Action Plan:**

Create a database that includes your most satisfied customers, professionals who are in front of your target market all the time, and the necessary metrics and information to develop your partner relationships and identify your prospective clients.

# Event Coordinator

**No information**

# 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 – 2  
Paulo L. Sanchez – First American Exchange Co – 1  
Craig Uffelman – Ameriprise – 1  
Jane Jacobson – Tutor – 1  
Patricia Del Gavio – Del Gavio Group – 3  
Bob Davis – Spectrum Fine Homes – 4  
Zach Smith – Zach Smith Landsaping – 2  
Glenn Smith – GCS Consulting – 2  
Matthew Coleman – Real Estate Attny – 3  
Michael Mok – 1  
Mario Herrada – 1  
Ashley Lazzarini – 1  
Niral Shah -1  
Dorothy Morgan – 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.

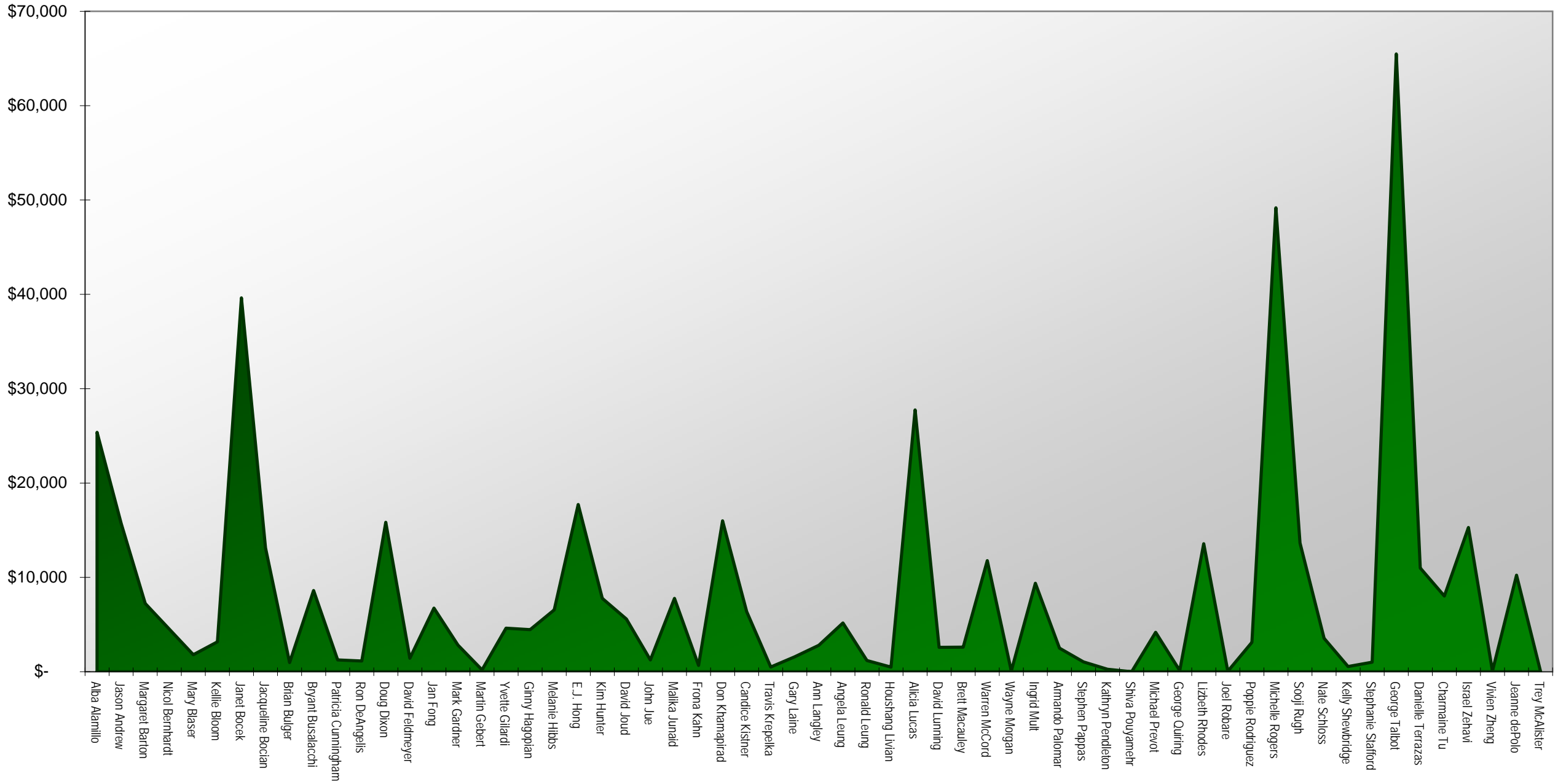
- Avi Lenchner - AVI Decorative Painting – 2
- Alex Lubin – Rent a Handyman – 3 Application Pending
- Amy Pontzloff – Lymphatic Face & Body Therapy – 2 also a category conflict

# 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](http://www.chambermv.org)

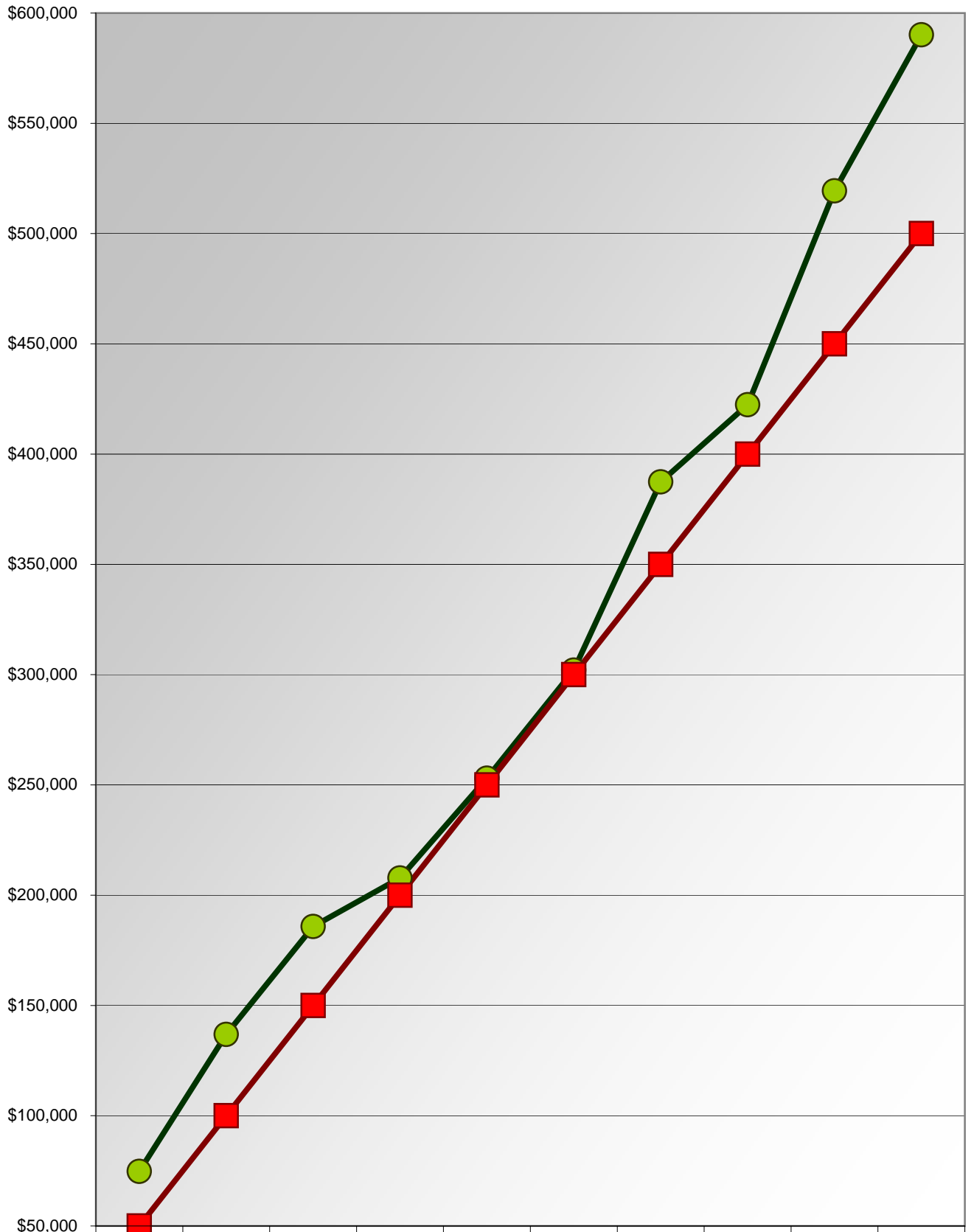
# Value Given







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



● Thank yous for Week	74,792.87	136,856.3	185,836.5	207,803.9	253,063.9	302,069.0	387,401.0	422,385.0	519,363.5	590,153.6
■ Our Annual Goal	50,000.00	100,000.0	150,000.0	200,000.0	250,000.0	300,000.0	350,000.0	400,000.0	450,000.0	500,000.0



Thank yous for Week

#	Name	Term 1 - Oct 1 - Mar 31	12/3/2009			12/10/2009		
			Inside	Outside	Total	Inside	Outside	Total
1	Alba Alamillo	25,369.00		650.00	650.00		23,000.00	23,000.00
2	Jason Andrew	15,728.00			-		1,218.00	1,218.00
3	Margaret Barton	7,228.00		300.00	300.00			-
4	Nicol Bernhardt	4,517.90		1,210.25	1,210.25			-
5	Mary Blaser	1,804.00		1,619.00	1,619.00			-
6	Kelli Bloom	3,171.00		448.00	448.00			-
7	Janet Bocek	39,630.56		6,189.74	6,189.74		750.00	750.00
8	Jacqueline Bocian	13,130.00		1,365.00	1,365.00		675.00	675.00
9	Brian Bulger	969.04			-			-
10	Bryant Busalacchi	8,602.55		1,852.50	1,852.50			-
11	Patricia Cunningham	1,246.64		780.00	780.00		13.00	13.00
12	Jeanne dePolo	10,233.32	40.00	470.00	510.00		1,664.00	1,664.00
13	Ron DeAngelis	1,133.67		185.00	185.00			-
14	Doug Dixon	15,840.20		2,779.00	2,779.00			-
15	David Feldmeyer	1,424.00			-			-
16	Jan Fong	6,741.93	162.00	466.00	628.00		2,588.00	2,588.00
17	Mark Gardner	2,824.00		1,689.00	1,689.00			-
18	Martin Gebert	200.00			-			-
19	Yvette Gilardi	4,620.00		1,960.00	1,960.00			-
20	Ginny Hagopian	4,457.00			-			-
21	Melanie Hibbs	6,557.27		871.50	871.50		603.75	603.75
22	E.J. Hong	17,729.21	136.00	1,254.40	1,390.40		526.00	526.00
23	Kim Hunter	7,775.00			-			-
24	David Joud	5,580.55	1,575.29	368.00	1,943.29		211.00	211.00
25	John Jue	1,255.00		700.00	700.00			-
26	Malika Junaid	7,771.32		1,258.00	1,258.00		205.00	205.00
27	Frona Kahn	670.00			-		500.00	500.00
28	Don Khamapirad	15,991.50	350.00	164.00	514.00		13,020.50	13,020.50
29	Candice Kistner	6,371.40		1,816.89	1,816.89			-
30	Travis Krepelka	500.00			-			-
31	Gary Laine	1,583.00			-		514.00	514.00
32	Ann Langley	2,800.00			-			-
33	Angela Leung	5,165.85	977.65	260.20	1,237.85			-
34	Ronald Leung	1,186.68			-			-
35	Houshang Livian	489.80		65.00	65.00		424.80	424.80
36	Alicia Lucas	27,748.78	1,331.00	2,469.00	3,800.00		3,987.00	3,987.00
37	David Lunning	2,583.53	318.00		318.00		1,128.53	1,128.53
38	Brett Macauley	2,604.50		495.00	495.00			-
39	Warren McCord	11,770.00			-		600.00	600.00
40	Wayne Morgan	85.00	85.00		85.00			-
41	Ingrid Mult	9,374.00	250.00		250.00		1,137.00	1,137.00
42	Armando Palomar	2,503.00	135.00		135.00		60.00	60.00
43	Stephen Pappas	1,039.00	394.00		394.00		400.00	400.00
44	Kathryn Pendleton	262.65	56.65		56.65			-
45	Michael Prevot	4,180.50	210.00	225.00	435.00		345.00	345.00
46	George Quiring	125.00			-			-
47	Lizbeth Rhodes	13,568.80	592.00	875.00	1,467.00		877.00	877.00
48	Joel Robare	55.00			-			-
49	Poppie Rodriguez	3,114.06	1,298.00		1,298.00			-
50	Michelle Rogers	49,170.11	2,448.00		2,448.00		5,180.00	5,180.00
51	Sooji Rugh	13,652.00	4,069.00	475.00	4,544.00			-
52	Nate Schloss	3,541.69		712.00	712.00			-
53	Kelly Shewbridge	554.79	-		-			-
54	Stephanie Stafford	1,008.00	211.00		211.00		125.00	125.00
55	George Talbot	65,480.00			-		2,133.00	2,133.00
56	Danielle Terrazas	10,997.00		705.00	280.00		587.00	587.00
57	Charmaine Tu	8,018.86		1,408.00	1,408.00		540.95	540.95
58	Israel Zehavi	15,288.20	1,874.50	585.00	2,459.50		2,536.00	2,536.00
59	Vivien Zheng	75.00		-	-			-
60	Eileen Yen	-			-			-
61	Visitor(s)	93,056.76		44,219.86	44,219.86		5,240.58	5,240.58
	TOTAL	590,153.62	16,513.09	80,890.34	96,978.43	-	70,790.11	70,790.11
		500,000.00			50,000.00			50,000.00

59

519,363.51

590,153.62

450,000.00

500,000.00

12/3/2009

12/10/2009