

Weekly BNI VP Report

For meeting 12/17/2009

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Presidents Notes

- Happy New Year! May the new year bring you joy, success and happiness.
- Please make it a new year's goal to arrive at BNI at 6:45 a.m. and no later than 7 a.m.

Quote of the week: "Concern should drive us into action and not into a depression." This quote is by Karen Horney, American Psychoanalyst and was submitted by Rick Itzkowich, Productive Learning & Leisure, BNI Del Mar Chapter member, La Jolla, California, USA.

Your action for this week is to identify what you are most worried about in your business. Then make a plan to deal with it – connect with chapter members who can help you or ask for a referral to someone who can!

VP Report

Week of December 17, 2009

	December 10, 2009	Weekly Goal	Oct 1 – Dec 10	Annual Goal
Closed Business	\$70,792	\$50,000	\$641,632	\$2,000,000
Referrals Passed	55	50	755	2,500
One to Ones	11	20	265	1,000
Visitors	1	5	20	250
Attendance	89%	95%	88%	95%

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

VP Report

Closed Business:

\$5,900 – Janet Bocek, CPA

\$3,749 - Michelle Rogers

\$3,576 - Mary Blaser

Referrals Given:

13 – Jackie Bocian

6 - Kellie Bloom

6 – Malika Junaid

6 – Candice Kistner

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

- Slips: Please write First & Last Name of people on your slips. We have multiples of names and it is difficult to know who it is for!
- 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:

- Jan 7- Kellie Bloom, Jason Andrew
- Jan 15- Danielle Terrazas, George Talbot
- Jan 21- Jackie Bocian, Liz Rhodes
- Jan 28 – Poppie Rodriguez, Steve Pappas
- Feb 4- Candice Kistner, Travis Krupelka

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:

- Susan Davis
- Bob Davis
- Michael Weed
- Pat DelGavio
- 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 membershipsbn@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

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

Informal Mixer: 1/12 at the Tied House

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

Paulo L. Sanchez – First American Exchange Co – 1

Craig Uffelman – Ameriprise – 1

Jane Jacobson – Tutor – 1

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.

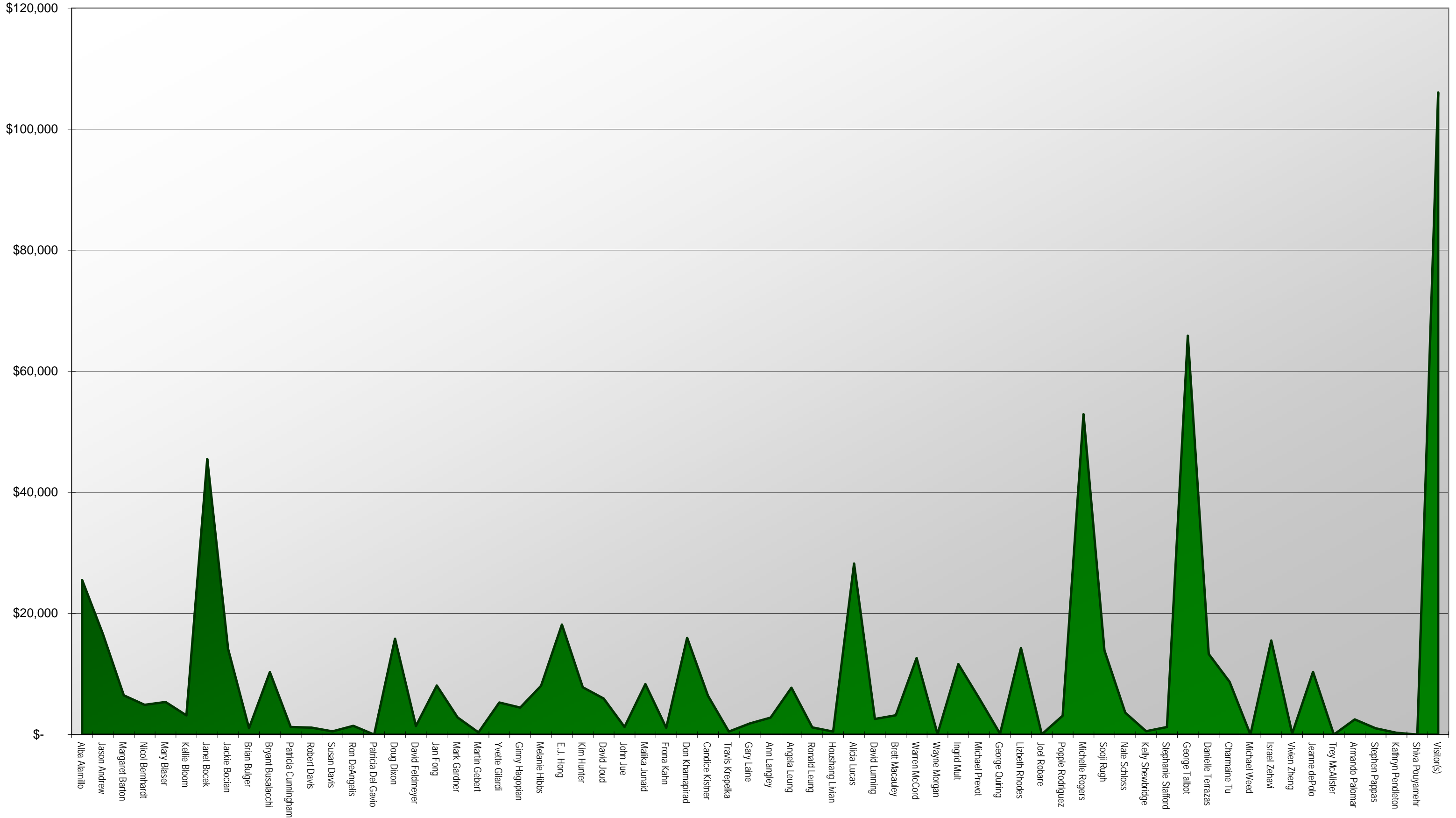
- Avi Lenchner - AVI Decorative Painting – 2
- Alex Lubin – Rent a Handyman – 3
- Amy Pontzloff – Lymphatic Face & Body Therapy – 2 also a category conflict
- Zach Smith – Zach Smith Landsaping – 2

Member & Other Announcements

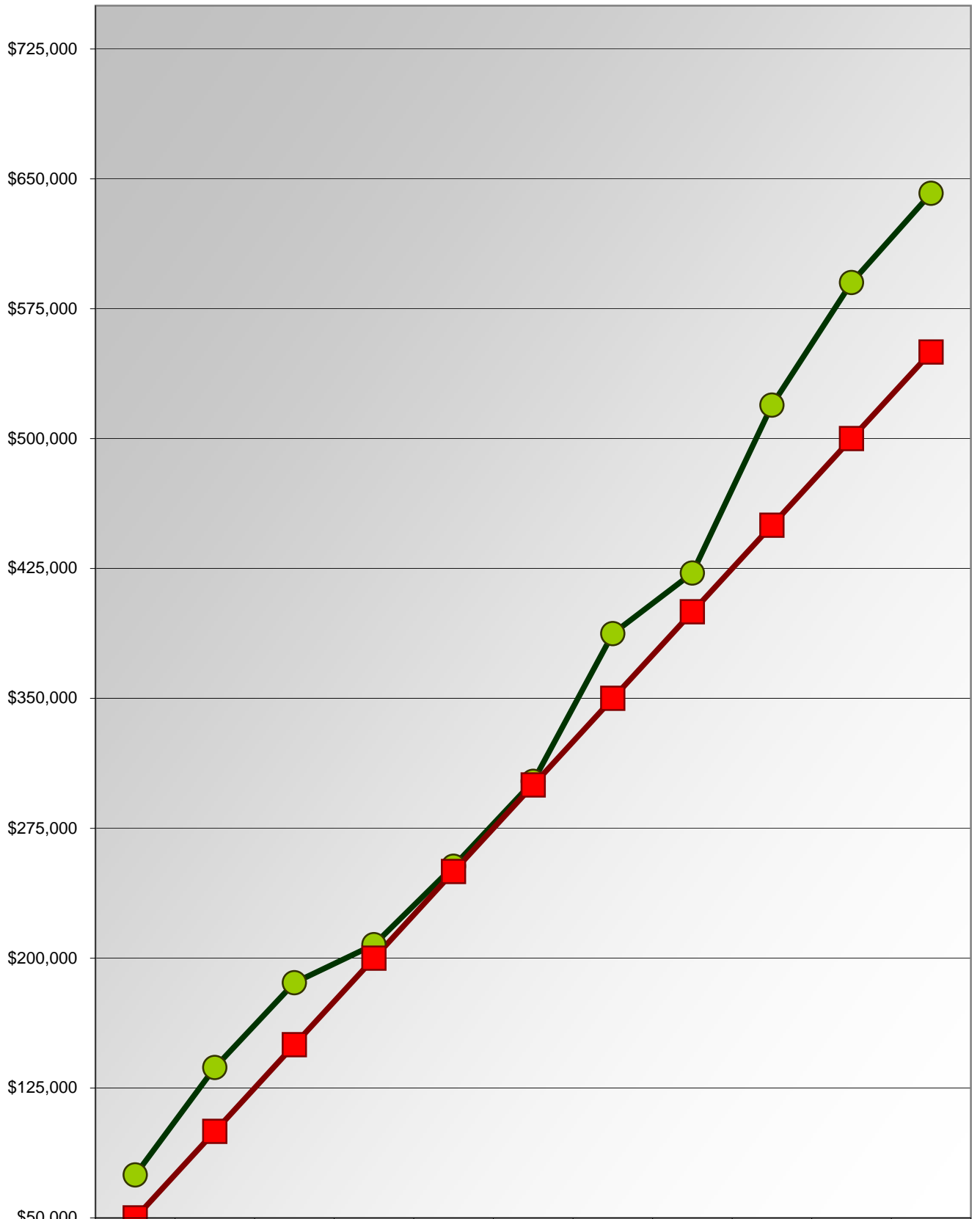
- Please note – Michelle Rogers office has moved new cards!
- Please note – Alicia Lucas phone number changed – new cards
- Chamber of Commerce – Mountain View

Mixer is Wednesday, January 13,
2010 rsvp www.chambermv.org

Value Given



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



	10/11/2009	10/8/2009	10/15/2009	10/22/2009	10/29/2009	11/5/2009	11/12/2009	11/19/2009	12/3/2009	12/10/2009	12/17/2009
Thank you 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	641,621.5
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	550,000.0

Thank yous for Week

#	Name	Term 1 - Oct 1 - Mar 31	12/17/2009	12/17/2009	12/17/2009
			Inside	Outside	Total
1	Alba Alamillo	25,544.00		175.00	175.00
2	Jason Andrew	15,764.00		36.00	36.00
3	Margaret Barton	7,313.00		85.00	85.00
4	Nicol Bernhardt	4,917.90		400.00	400.00
5	Mary Blaser	5,380.25	1,216.25	2,360.00	3,576.25
6	Kelli Bloom	3,171.00		-	-
7	Janet Bocek	45,531.01		5,900.45	5,900.45
8	Jacqueline Bocian	14,140.00	950.00	60.00	1,010.00
9	Brian Bulger	1,049.04		80.00	80.00
10	Bryant Busalacchi	10,326.80		1,724.25	1,724.25
11	Patricia Cunningham	1,246.64			-
12	Bob Davis	1,153.35	95.00	1,058.35	1,153.35
13	Susan Davis	526.94	526.94		526.94
14	Jeanne dePolo	10,358.32		125.00	125.00
15	Ron DeAngelis	1,448.67		315.00	315.00
16	Doug Dixon	15,840.20			-
17	David Feldmeyer	1,424.00			-
18	Jan Fong	8,105.28	65.00	1,298.35	1,363.35
19	Mark Gardner	2,824.00			-
20	Martin Gebert	360.00		160.00	160.00
21	Yvette Gilardi	5,295.00	675.00		675.00
22	Ginny Hagopian	4,457.00			-
23	Melanie Hibbs	8,061.02		1,503.75	1,503.75
24	E.J. Hong	18,177.21		448.00	448.00
25	Kim Hunter	7,820.00	45.00		45.00
26	David Joud	5,955.55		375.00	375.00
27	John Jue	1,255.00			-
28	Malika Junaid	8,348.32	350.00	227.00	577.00
29	Frona Kahn	1,123.13	453.13		453.13
30	Don Khamapirad	15,991.50			-
31	Candice Kistner	6,407.40	36.00		36.00
32	Travis Krepelka	500.00			-
33	Gary Laine	1,833.00	250.00		250.00
34	Ann Langley	2,800.00			-
35	Angela Leung	7,735.85		2,570.00	2,570.00
36	Ronald Leung	1,186.68			-
37	Houshang Livian	489.80			-
38	Alicia Lucas	28,248.78	100.00	400.00	500.00
39	David Lunning	2,583.53			-
40	Brett Macauley	3,190.50	36.00	550.00	586.00
41	Warren McCord	12,641.00		871.00	871.00
42	Wayne Morgan	85.00			-
43	Ingrid Mult	11,644.00	1,750.00	520.00	2,270.00
44	Armando Palomar	2,503.00			-
45	Stephen Pappas	1,039.00			-
46	Kathryn Pendleton	299.25	36.60		36.60
47	Michael Prevot	5,990.50	36.00	1,774.00	1,810.00
48	George Quiring	149.00	24.00		24.00
49	Lizbeth Rhodes	14,293.80		725.00	725.00
50	Joel Robare	55.00			-
51	Poppie Rodriguez	3,114.06			-
52	Michelle Rogers	52,918.91	3,748.80		3,748.80
53	Sooji Rugh	13,907.00		255.00	255.00
54	Nate Schloss	3,612.19		70.50	70.50
55	Kelly Shewbridge	554.79			-
56	Stephanie Stafford	1,252.08	119.08	125.00	244.08
57	George Talbot	65,878.00		398.00	398.00
58	Danielle Terrazas	13,304.00	340.00	1,967.00	2,307.00
59	Charmaine Tu	8,718.86		700.00	700.00
60	Israel Zehavi	15,548.20	260.00		260.00
61	Vivien Zheng	160.00	85.00		85.00
62	Eileen Yen	-			-
63	Visitor(s)	106,070.26		13,013.50	13,013.50
	TOTAL	641,621.57	11,197.80	40,270.15	51,467.95
		500,000.00			50,000.00

61

641,621.57

550,000.00

12/17/2009

