

Weekly BNI VP Report

For meeting 1/07/2010

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Presidents Notes

“Never look down on anybody unless you’re helping them up.” This quote is by Rev. Jesse Jackson and was submitted by Susan Goodsell, Executive Director, BNI Riverside and San Bernardino Counties, USA. □

Your action for today is to find one person you generally ignore and engage them in conversation. Be kind and courteous to everyone. Do unto others as you would have them do to you.

VP Report

Week of December 17, 2009

	Jan 7, 2010	Weekly Goal	Oct 1 – Jan 7	Annual Goal
Closed Business	\$89,540	\$50,000	\$731,172	\$2,000,000
Referrals Passed	110	50	865	2,500
One to Ones	31	20	296	1,000
Visitors	1	5	21	250
Attendance	89%	95%	88%	95%

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

VP Report

Closed Business:

\$14,889 - Michelle Rogers

\$5,900 – Warren McCord

\$6,432 - Janet Bocek, CPA

Referrals Given:

15 – Jackie Bocian

6 - Jason Andrew

6 – Mike 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

- 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 14 - Danielle Terrazas,
Steve Pappas
- Jan 21- Jackie Bocian, Liz
Rhodes
- Jan 28 – Poppie
Rodriguez, George Talbot
- Feb 4 - Candice Kistner,
Travis Krupelka
- Feb 11 – Doug Dixon,
Stephanie Stafford
- Feb 18 – Bryant
Bussalacchi, Malika Junaid

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>

Still owning for quarterly dues... Due \$180.00

- *Nicol Bernhardt*
- *Mark Gardner*
- *Don Khamapirad*
- *Angela Leung*
- *Houshang Livian*
- *Katy Pendleton*

Membership Committee

Renewals for March: MC Review

- Brett Macauley Fees Due
- Poppie Rodriguez Fees Due

If a member is up for renewal and you have concerns, please email the Membership Committee at memberships vbni@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:

membershipsbn@gmail.com

Educational Moment

January 7

Michelle Rogers

Diversity Your Contacts

A major key to success in building a powerful business network is diversity.

- Think about the untapped world beyond the circle of close/similar contacts you have. Limiting your known contacts will prevent you from expanding and diversifying your network.
- Diversifying your network like the BNI group opens up new possibilities to contacts – think about the sixth degree of separation – the more diverse the network the more likely it overlaps.
- Connections that link people together in ways you never would have imagined.
- When it comes to business networking you never know who people will know.
- Reach out and participate in other networking groups to open new possibilities and relationships..
 - We can benefit by connecting with others if we remove our blinders and reach out to introduce ourselves.
- This also serves as a reminder about how we show up – are we punctual? Respectful? Courteous?

Event Coordinator

MSP:

1/18 MSP The Domain Hotel

Informal Mixer:

2/9 Location TBD

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

Brian Wachhorst -1

Ashley Lazzarine – 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.

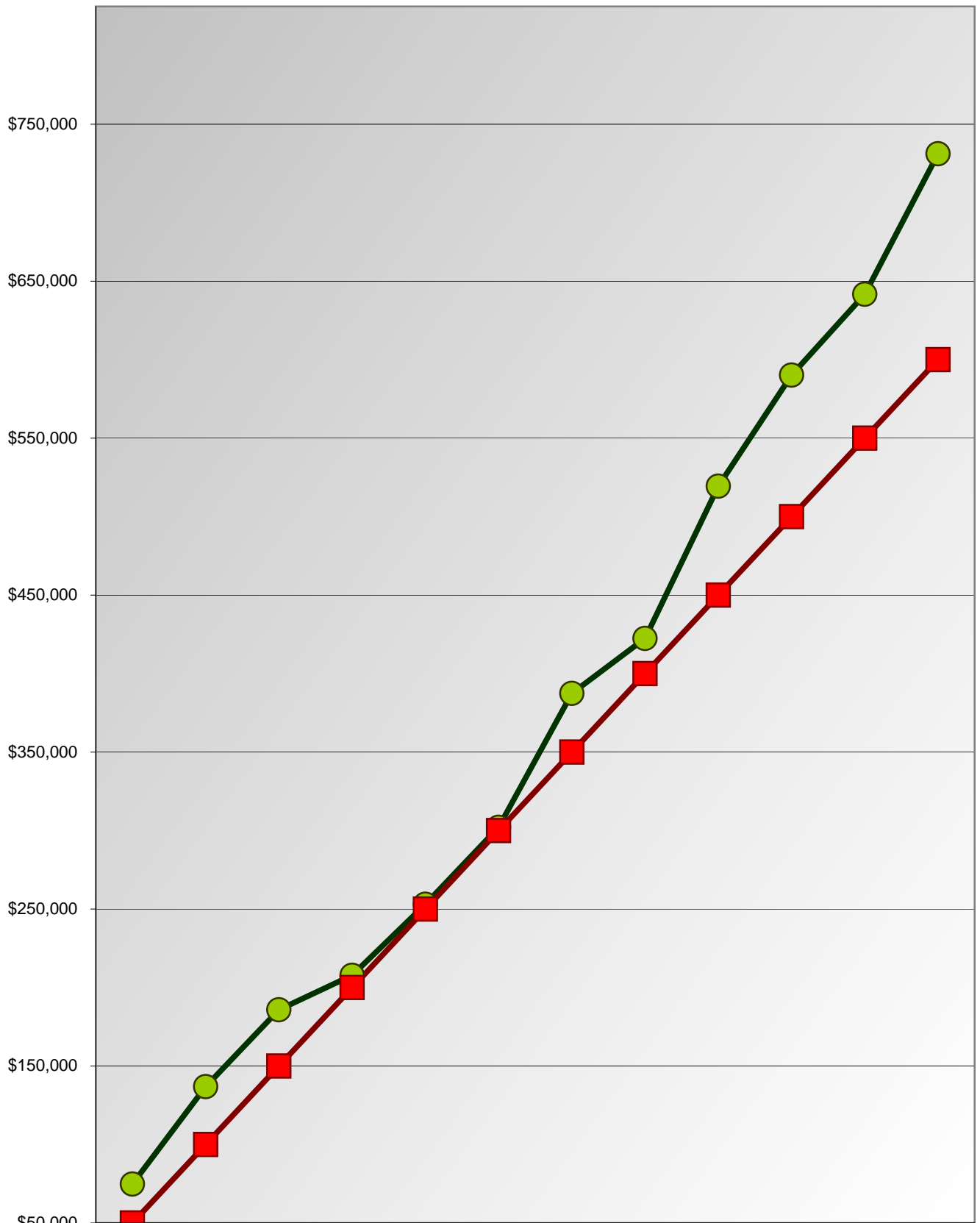
- Avi Lenchner - AVI Decorative Painting – 2
- Alex Lubin – Rent a Handyman – 3
- Amy Pontzloff – Lymphatic Face & Body Therapy – 2 also a category conflict
- Zach Smith – Zach Smith Landsaping – 2

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

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



● Thank yous for Week	74,792.8	136,856.	185,836.	207,803.	253,063.	302,069.	387,401.	422,385.	519,363.	590,153.	641,621.	731,161.
■ Our Annual Goal	50,000.0	100,000.	150,000.	200,000.	250,000.	300,000.	350,000.	400,000.	450,000.	500,000.	550,000.	600,000.

Thank yous for Week

#	Name	Term 1 - Oct 1 - Mar 31	1/7/2010 Inside	1/7/2010 Outside	1/7/2010 Total
1	Alba Alamillo	25,664.00		120.00	120.00
2	Jason Andrew	20,089.00		4,325.00	4,325.00
3	Margaret Barton	7,518.00	105.00	100.00	205.00
4	Nicol Bernhardt	9,287.48		4,369.58	4,369.58
5	Mary Blaser	5,680.25		300.00	300.00
6	Kelli Bloom	7,746.95	1,655.95	2,920.00	4,575.95
7	Janet Bocek	51,283.26		5,752.25	5,752.25
8	Jacqueline Bocian	15,325.00		1,185.00	1,185.00
9	Brian Bulger	3,020.61	1,971.57		1,971.57
10	Bryant Busalacchi	13,338.30		3,011.50	3,011.50
11	Patricia Cunningham	1,346.64	100.00		100.00
12	Bob Davis	1,891.35	738.00		738.00
13	Susan Davis	1,342.94	636.00	180.00	816.00
14	Jeanne dePolo	10,456.32		98.00	98.00
15	Ron DeAngelis	1,448.67			-
16	Doug Dixon	19,378.20	2,891.00	647.00	3,538.00
17	David Feldmeyer	1,424.00			-
18	Jan Fong	8,551.28	351.00	95.00	446.00
19	Mark Gardner	2,824.00			-
20	Martin Gebert	360.00			-
21	Yvette Gilardi	5,445.00	150.00		150.00
22	Ginny Hagopian	4,547.00	90.00		90.00
23	Melanie Hibbs	12,401.27	100.00	4,240.25	4,340.25
24	E.J. Hong	19,609.51		1,432.30	1,432.30
25	Kim Hunter	7,820.00			-
26	David Joud	6,387.70		432.15	432.15
27	John Jue	1,834.00		579.00	579.00
28	Malika Junaid	8,698.32		350.00	350.00
29	Frona Kahn	1,123.13			-
30	Don Khamapirad	17,040.43	1,048.93		1,048.93
31	Candice Kistner	6,493.75	86.35		86.35
32	Travis Krepelka	500.00			-
33	Gary Laine	1,833.00			-
34	Ann Langley	2,800.00			-
35	Angela Leung	10,122.29	2,266.44	120.00	2,386.44
36	Ronald Leung	1,186.68			-
37	Houshang Livian	1,089.80		600.00	600.00
38	Alicia Lucas	28,578.78	105.00	225.00	330.00
39	David Lunning	3,030.53	327.00	120.00	447.00
40	Brett Macauley	5,806.50	466.00	2,150.00	2,616.00
41	Warren McCord	19,073.00	6,432.00		6,432.00
42	Wayne Morgan	85.00			-
43	Ingrid Mult	13,012.00	635.00	733.00	1,368.00
44	Armando Palomar	3,011.71	388.71	120.00	508.71
45	Stephen Pappas	1,291.02	252.02		252.02
46	Kathryn Pendleton	435.68	136.43		136.43
47	Michael Prevot	5,990.50			-
48	George Quiring	149.00			-
49	Lizbeth Rhodes	17,032.43	688.63	2,050.00	2,738.63
50	Joel Robare	55.00			-
51	Poppie Rodriguez	3,337.70	223.64		223.64
52	Michelle Rogers	67,807.51	2,542.00	12,346.60	14,888.60
53	Sooji Rugh	17,589.00	3,682.00		3,682.00
54	Nate Schloss	4,287.19		675.00	675.00
55	Kelly Shewbridge	554.79			-
56	Stephanie Stafford	1,252.08			-
57	George Talbot	65,938.00		60.00	60.00
58	Danielle Terrazas	16,711.00	1,707.00	1,700.00	3,407.00
59	Charmaine Tu	10,038.86		1,320.00	1,320.00
60	Michael Weed	-			-
61	Israel Zehavi	19,048.20		3,500.00	3,500.00
62	Vivien Zheng	160.00			-
63	Eileen Yen	-			-
64	Visitor(s)	109,977.61	446.28	3,461.07	3,907.35
	TOTAL	731,161.22	30,221.95	59,317.70	89,539.65
		600,000.00			50,000.00