

# Weekly BNI VP Report

For meeting 1/28/2010

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# Presidents Notes

- Thank you for arriving early to BNI! Try to get here between 6:45 a.m. and 7 a.m. You will find that it's worth arriving early.
- Quote of the week: "Yesterday is today's tomorrow, and tomorrow never comes." This quote is by Ian Nash and was submitted by his daughter, Elaine Betts, Management Consultant, Danville, California, USA.
- Your action for this week is to ask yourself, "What do I keep putting off until tomorrow, or say I'll do later?" Then think of one thing that you can do and make a start on it by the end of today.

# VP Report

## Week of January 21, 2010

	Jan 28, 2010	Weekly Goal	Oct 1 – Jan 28	Annual Goal
<b>Closed Business</b>	\$56,392	\$50,000	\$844,132	\$2,000,000
<b>Referrals Passed</b>	67	50	1051	2,500
<b>One to Ones</b>	31	20	368	1,000
<b>Visitors</b>	1	5	23	250
<b>Attendance</b>	89%	95%	87%	95%

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

# VP Report

## **Closed Business:**

\$17,848 - David Joud

\$6,766 - Patricia Cunningham

\$4,410 – Stephanie Stafford

## **Referrals Given:**

5 – Ingrid Mult

4 – Malika Junaid

4 – Jason Andrew

*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](mailto:svbnivp@gmail.com)

# Secretary/Treasurer

## Speaker Rotation:

- Feb 4 - Candice Kistner, Travis Krupelka
- Feb 11 – Doug Dixon, Stephanie Stafford
- Feb 18 – Bryant Bussalacchi, Malika Junaid
- Feb 25 – Jeanne de Polo, Kim Hunter
- Mar 4 - Brian Bulger, John Jue
- Mar 11 – Frona Kahn, Warren McCord

*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 between 6:30 and 6:45 a.m. to make sure that you are able to setup your presentation because your 10 minutes begin after Nate introduces you, no matter what happens.*

*Information regarding presentation:*

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

# Secretary/Treasurer

## Members needing to attend MSP:

- Michael Weed
- David Feldmeyer

\* Please confirm attended

*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 April: MC Review

- Jeanne dePolo
- Kelly Shewbridge
- George Talbot
- Ron DeAngelis
- Patricia Cunningham
- Mary Blaser
- Ingrid Mult

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:*

[membershipsbn@gmail.com](mailto:membershipsbn@gmail.com)

# Educational Moment

January 28

Jan Fong

## Be A Value-Added Friend

- When you help someone meet a goal, you instantly become a “value-added” friend.
  - Think about how you can help a contact you have.
  - Get involved in a community such a BNI leadership.
  - Build quality relationships that will open up how you can support or help that individual or community by engaging.
  - Don’t just show up if you do people will figure it out and you will loose credibility.
- Remember a great way to support someone is to ask “what can I do for you?”
- Reciprocating will create good-will and demonstrate how you are committed to taking care of others.
- What can I do for others will deepen your relationships and build your identity.

# Event Coordinator

**Informal Mixer:            2/9    Nolas**  
**Formal Mixer:    In April**

# Member & Other Announcements

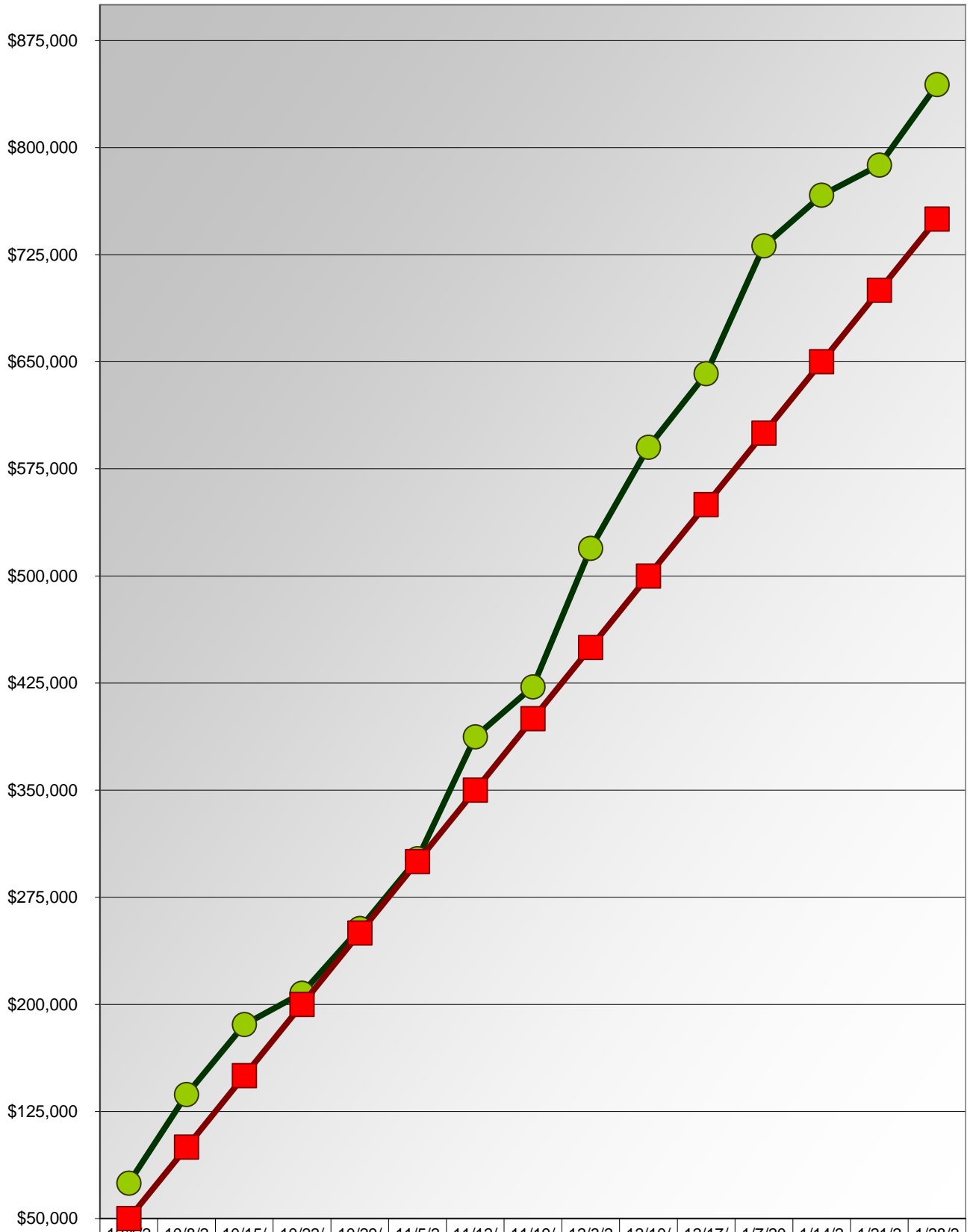
- Please note – Michelle Rogers office has moved new cards!
- Please note – Alicia Lucas phone number changed – new cards
- Chamber of Commerce – Mountain View Mixer is Wednesday, February 10, 2010 rsvp [www.chambermv.org](http://www.chambermv.org)

*Member announcements available if received by 4 p.m. on Monday*





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



● Thank yous for Week	74,792	136,85	185,83	207,80	253,06	302,06	387,40	422,38	519,37	590,16	641,63	731,17	766,64	787,74	844,13
■ Our Annual Goal	50,000	100,00	150,00	200,00	250,00	300,00	350,00	400,00	450,00	500,00	550,00	600,00	650,00	700,00	750,00







