

Weekly BNI VP Report

For meeting 2/11/2010

Table of Contents

1. Presidents Message
2. VP Report
3. Secretary Treasurer
4. Membership Committee
5. Educational Trainers
6. Event Coordinators
7. Visitor Hosts
8. Member Announcements & Others

Presidents Notes

Try your best to keep up your attendance. Of course, we get sick and have emergencies, but try to keep up your attendance. It helps in maintaining your visibility with the group.

Quote of the Week. “Referral relationships don’t just spring up full grown; they must be nurtured.” This quote is by BNI Founder, Dr. Ivan Misner.

Your action for this week is to select one of your top referral sources and create a specific plan to continue to build that relationship.

VP Report

Week of Feruary 11, 2010

	Feb 11, 2010	Weekly Goal	Oct 1 – Feb 11	Annual Goal
Closed Business	\$61,119	\$50,000	\$974,721	\$2,000,000
Referrals Passed	78	50	1,200	2,500
One to Ones	21	20	419	1,000
Visitors	3	5	28	250
Attendance	84%	95%	86%	95%

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

VP Report

Closed Business:

\$12,544 - Janet Bocek

\$10,980 - Brian Bulger

\$4,581 – Nicol Bernhardt

Referrals Given:

9 – Kellie Bloom

8 – Jan Fong

5 – 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:

- 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
- Mar 18, EJ Hong, Israel Zehavi
- Mar 25 - Patricia Del Gavio, Gary Laine

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
- Adam Meyer

* 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 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

Become a Catalyst

February 11 – Michelle Rogers

- By definition a catalyst is an agent that initiates a reaction. In networking, this is a person who makes things happen. Without a catalyst this is no spark and not much gets done. Think of all the catalysts you know – who is the catalyst in your home, your office, your favorite sports team? Here are some key characteristics of a catalyst.
- Initiative – Catalytic people don't sit still. They make things happen in all aspects of their lives. They often see the idea first and then take action. They are leaders by nature; they stay alert for a problem that needs solving and then spring into action.
- Intention – They operate with intent and are goal driven. They seek to eliminate chance by creating their own luck. They envision the end and see the possibilities before others do.
- Confidence – Confident in themselves and the players on their team. They know they have the skills and abilities. Their confidence is contagious – inspiring the best in others.
- Motivation – Catalytic people are not only motivated themselves, but they can also motivate others to perform at their highest potential.
- To set your network in motion toward helping your business, think of your network as a row of standing dominoes. You must tap the first domino to get the chain reaction going.

Event Coordinator

Informal Mixer: March 9

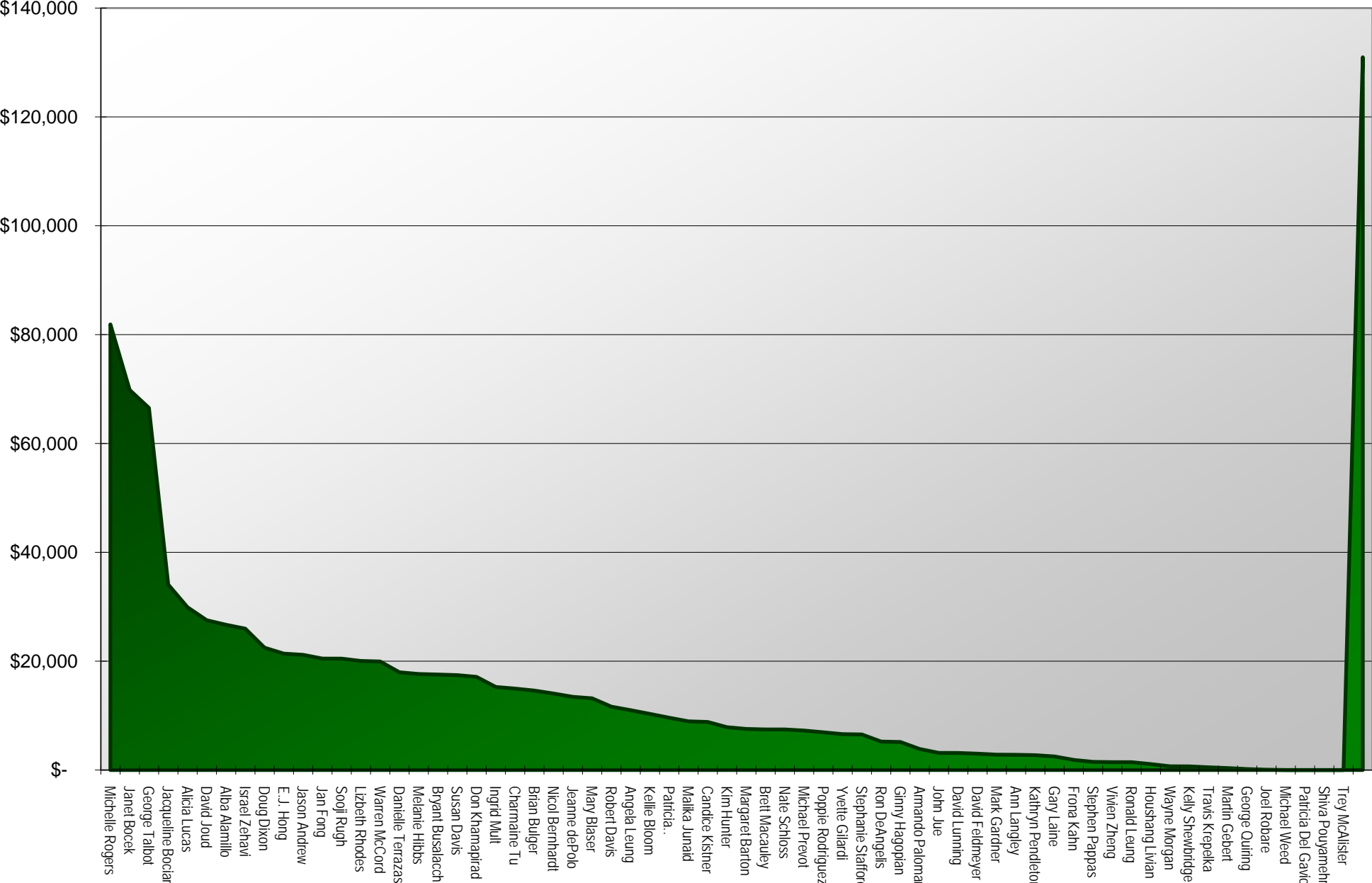
Formal Mixer: In April

Member & Other Announcements

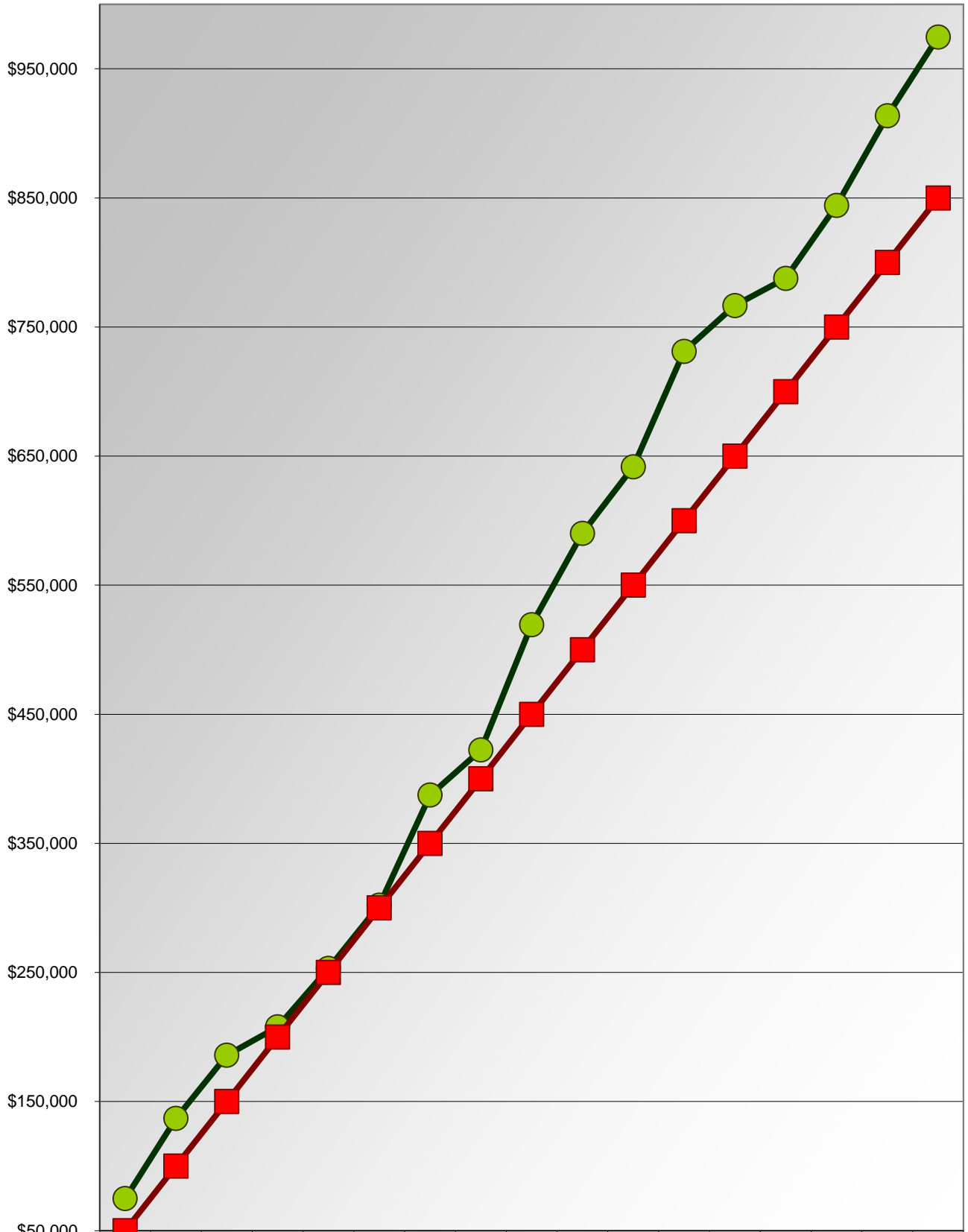
- Please note – Michelle Rogers office has moved new cards!
- Please note – Alicia Lucas phone number changed – new cards

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

Value Given



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



	10/1/2009	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	1/7/2010	1/14/2010	1/21/2010	1/28/2010	2/4/2010	2/11/2010
Thank yous for Week	74,79	136,8	185,8	207,8	253,0	302,0	387,4	422,3	519,3	590,1	641,6	731,1	766,6	787,7	844,1	913,6	974,7
Our Annual Goal	50,00	100,0	150,0	200,0	250,0	300,0	350,0	400,0	450,0	500,0	550,0	600,0	650,0	700,0	750,0	800,0	\$850,

