

Weekly BNI VP Report

For meeting 2/25/2010

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Presidents Notes

- Thank you for all your cooperation with the 15-second part of the meeting (closed business/testimonial/one to one/referrals). If you have a lot to report, please try to group them as much as possible (for example, if you have a lot of referrals, say “3 referrals for ____ (name of person).” Or if you have a lot of closed business to report, please list names and then give total rather than go through each green slip). Thank you – you are all doing a fantastic job!
- Quote of the week: “Your network is not the problem, it is the solution.” This quote is by Mike Macedonio, President and Partner, The Referral Institute.

Your action for this week is to uncover where you are blaming your network and come up with a plan on what you can do with them to create the desired outcome.

VP Report

Week of Feruary 25, 2010

	Feb 25, 2010	Weekly Goal	Oct 1 – Feb 25	Annual Goal
Closed Business	\$36,316	\$50,000	\$1,024,106	\$2,000,000
Referrals Passed	52	50	1,327	2,500
One to Ones	13	20	432	1,000
Visitors	n/a	5	n/a	250
Attendance	75%	95%	84%	95%

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

VP Report

Closed Business:

\$6,800 - Jackie Bocian

\$4,767 - Brett Macauley

\$3,755 – Danielle Terrazas

Referrals Given:

7 – Jackie Bocian

4 – Malika Junaid

4 – Frona Kahn

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:

- 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
- April 1 – George Quiring, Vivien Zheng
- April 8 – Bob Davis, Susan Davis

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 Meyers

* 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 you have received approval from the membership committee, please bring your check \$330 Thursday.

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!

Are you on Linked in? Please look for our group!

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:

membershipsvbni@gmail.com

Educational Moment

Send a Thank You Card

Jan Fong – February 25

- Remember this is the section where we talk about “going the extra mile.” The old-fashioned handwritten thank-you card has been replaced by email. When you receive a personal note in the mail, you appreciate the sender’s time and effort. For most written communication, we simplify our lives by turning to the computer. But when we do this we make our personal messages somehow feel less personal. For that reason, a handwritten card of thanks now carries even more cordiality than when it was the norm.
- A typical thank-you note consists of 3 sentences. How long does it take to write 3 sentences? Address the envelope, add a postage stamp. This has taken no more than 2 minutes out of your day. You still don’t think you have time? You do! Keep note cards in your car, purse or business binder. While waiting in a doctor’s office, waiting to pick up your children, between commercial breaks while you’re watching TV – there’s plenty of time.
- Ok, so you can’t find your stamps or you don’t have the recipients address right at hand. What do you do? Use Send-Out Cards. Plan once – execute thereafter. By adding your handwritten alphabet with Send Out Cards, they’ll know you went the extra step. I use a combination of personally handwritten cards and Send Out Cards.
- But remember, when you send a thank you card, never include your business card in the note. This card is about your gratitude – not another opportunity to push your business.

Event Coordinator

Informal Mixer: March 9

**Formal Mixer: April 27, Tuesday 5:30 pm
Michaels at Shoreline**

**Gains Profiles: Please bring 100 copies of your
gains profiles and submit them to Danielle by**

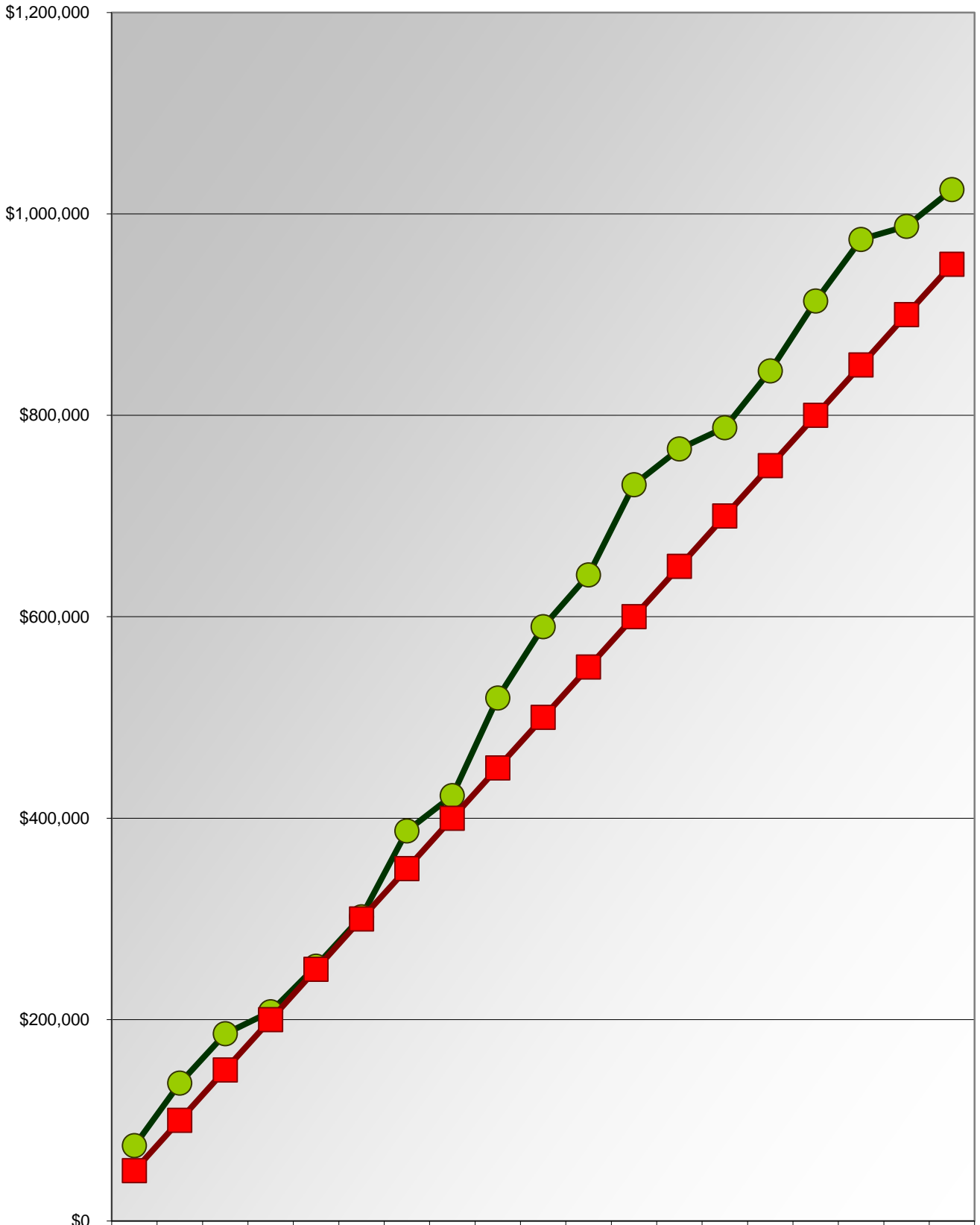
APRIL 1, 2010 (no joke here)

Member & Other Announcements

- Have you checked your cards in the member card boxes lately?

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

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	2/18/2010	2/25/2010
Thank yous for Week	74,7	136,	185,	207,	253,	302,	387,	422,	519,	590,	641,	731,	766,	787,	844,	913,	974,	987,	1,02
Our Annual Goal	50,0	100,	150,	200,	250,	300,	350,	400,	450,	500,	550,	600,	650,	700,	750,	800,	\$850	\$900	950,

