

Weekly BNI VP Report

For meeting 3/4/2010

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Presidents Notes

- Quote of the week - “The value that you bring to a referral relationship is directly proportional to the size of your network AND your relationship with your network.” This quote is by Mike Macedonio, President and Partner, The Referral Institute.

Your action for this week is to meet one new person and help two referral relationships before our next meeting.

VP Report

Week of March 4, 2010

	Mar 4, 2010	Weekly Goal	Oct 1 – Mar 4	Annual Goal
Closed Business	\$56,369	\$50,000	\$1,080,127	\$2,000,000
Referrals Passed	73	50	1,400	2,500
One to Ones	11	20	443	1,000
Visitors	2	5	30	250
Attendance	82%	95%	86%	95%

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

VP Report

Closed Business:

\$8,158 - Janet Bocek

\$7,455 – Warren McCord

\$6,324 - Jackie Bocian

Referrals Given:

5 Referrals:

- Patricia Cunningham
- Patricia delGavio

4 Referrals:

- Frona Kahn
- Alicia Lucas
- Lizbeth Rhodes

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 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
- April 15, Kathy Pendleton, Brett Macauley

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 David Lunning. 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
- Alice Locke Chezar
- Krista Regedanz
- Scott Safadi

* 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

Quarterly Dues: \$160.00

\$180.00 4/1/2010

Renewals for April: MC Review

- Jeanne dePolo
- 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:

memberships vbni@gmail.com

Educational Moment

March 4 Jan

Give a High-Value Presentation

When you schedule an appointment with someone you think might be interested in what you are selling, the time you spend w/ he/she is important. Imagine having the same appointment with 20 to 50 businesspeople in your community, all at the same time. In effect, that's what you are doing when you are asked to make a presentation. Getting speaking engagements is a great short-term approach to building your business. And it fits well with your long-term process of word-of-mouth marketing, because educating your referral sources takes time.

Remember go in with information and education – a high-value presentation not a sales pitch.

Event Coordinator

**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)

Linked in for our group: BNI, Silicon Valley

Member & Other Announcements

- Have you checked your cards in the member card boxes lately?
- Free E-Waste Collection & Shredding Event
 - Saturday March 27, 2010
 - 9-4 p.m. E Waste Collection
 - 10-2 p.m. Shredding
 - Coldwell Banker Parking
161 S Antonio Road, Los Altos, CA

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

