

Weekly BNI VP Report

For meeting 3/11/2010

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Presidents Notes

- **Arrive early!** Please arrive early to network and also so that Michael's can figure out whether they need more chairs.
- **Quote of the Week:** "Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, ambition inspired and success achieved." This quote is by Helen Keller and was submitted by Linda Patten, Time Balancer, Assistant Director, BNI San Francisco Bay, USA.

Your action for this week is to go ahead and make your plans and, when hard times hit, turn them into strengths of character.

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VP Report

Week of March 11, 2010

	Mar 11, 2010	Weekly Goal	Oct 1 – Mar 11	Annual Goal
Closed Business	\$51,074	\$50,000	\$1,080,127	\$2,000,000
Referrals Passed	78	50	1,478	2,500
One to Ones	32	20	475	1,000
Visitors	3	5	33	250
Attendance	90%	95%	86%	95%

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

VP Report

Closed Business:

\$16,678 - Jackie Bocian

\$7,269 – Brett Macauley

\$3,866 - Lizbeth Rhodes

Referrals Given:

13 Referrals:

- Jackie Bocian

9 Referrals:

Ingrid Mult

6 Referrals:

- Mary Blaser

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 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
- April 22 – Yvette Gilardi, Melanie Hibbs

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:

- Alice Locke Chezar
- Asen Angelov
- 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

Just wanted to send a quick reminder, please be advised of the following policy. We appreciate everyone's cooperation and please help us run a tight ship at our BNI.

All quarterly membership dues (\$160) are to be paid by the 1st meeting of the quarter. If your dues are not received by the 1st meeting of the quarter, you will be considered late.

If your dues are not received by the 2nd meeting of the quarter, you will be counted as absent (even if you are present at the meeting) for every meeting until your dues are received.

Thank you everyone for making our BNI group so successful!

Membership Committee

Membership Committee

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:

membershipsvbni@gmail.com

Educational Moment

March 11, Michelle

Ask for Testimonials

- Written testimonials influence our actions and choices in myriad ways, sometimes without our even thinking about them.
- Even more powerful testimonials are those that come from trusted personal contacts.
- Testimonials carry a level of credibility because they come from someone who has direct experience with your product or service. Clients and consumers generally place more trust in a testimonial from other clients/consumers than in a business's own marketing message. We believe that the client/consumer is unbiased and has nothing to gain from providing a testimonial.
- Although most businesses are truthful with their customers, it's not hard facts but clients/consumers' perceptions that drive their decision.
- Ask for testimonials at every opportunity.
- Guide the content of your testimonials.
- Update your testimonials.
- Make it a standard practice.
- Eliminate tired testimonials that are no longer valid or credible.

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

PALMS Report: Silicon Valley BNI

Oct-01-2009 - Mar-11-2010

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value given
1	Alba Alamillo	15	5	0	0	1	11	12	0	0	26897
2	Jason Andrew	16	2	1	0	2	52	49	1	10	21337
3	Asen Angelov	1	0	0	0	0	0	0	1	0	0
4	Margaret Barton	19	2	0	0	0	37	7	0	20	9976
5	Nicol Bernhardt	18	2	0	0	1	16	14	0	4	14514
6	Mary Blaser	18	2	0	0	1	59	13	2	5	13176
7	Kellie Bloom	17	1	2	0	0	34	25	0	25	10479
8	Janet Bocek	17	2	0	0	2	20	57	0	5	80500
9	Jacqueline Bocian	18	2	0	0	1	160	16	1	15	65879
10	Brian Bulger	20	1	0	0	0	12	21	0	6	14601
11	Bryant Busalacchi	20	1	0	0	0	21	18	0	9	19847
12	Patricia Cunningham	19	1	0	0	1	36	6	2	27	10700
13	Robert Davis	10	1	0	0	0	10	4	0	6	16261
14	Susan Davis	9	2	0	0	0	7	9	1	5	17437
15	Ron DeAngelis	15	2	1	0	3	9	14	0	3	6980
16	Patricia Del Gavio	10	1	0	0	0	29	5	1	13	1469
17	Doug Dixon	19	1	0	0	1	15	40	2	5	25319
18	David Feldmeyer	15	2	0	0	0	10	29	0	2	5716
19	Jan Fong	18	0	0	0	3	36	31	2	6	22861
20	Mark Gardner	15	3	0	0	3	15	19	0	1	3414
21	Martin Gebert	9	11	1	0	0	4	2	0	0	360
22	Yvette Gilardi	18	3	0	0	0	8	22	0	4	6595
23	Ginny Hagopian	20	1	0	0	0	9	9	0	15	5151
24	Melanie Hibbs	18	1	0	0	2	22	15	0	8	21756
25	E.J. Hong	21	0	0	0	0	24	27	1	3	24348
26	Kim Hunter	21	0	0	0	0	32	21	0	16	8135
27	David Joud	18	1	0	0	2	14	10	0	25	29290
28	John Jue	20	0	0	0	1	11	53	1	5	3874
29	Malika Junaid	16	1	0	0	4	45	13	5	8	9813
30	Frona Kahn	17	2	0	0	2	32	21	0	15	2241
31	Don Khamapirad	17	4	0	0	0	14	18	2	4	17118
32	Candice Kistner	14	3	0	0	4	43	18	0	2	11756
33	Travis Krepelka	16	3	0	0	2	15	12	0	0	1500
34	Gary Laine	19	1	0	0	1	14	16	0	11	2612
35	Ann Langley	4	2	0	0	0	4	1	0	0	2800
36	Angela Leung	17	3	0	0	1	37	26	0	10	15087
37	Ronald Leung	19	2	0	0	0	10	26	0	8	1586
38	Houshang Livian	18	3	0	0	0	7	20	0	1	1090
39	Alicia Lucas	17	2	0	0	2	42	20	0	3	31596
40	David Lunning	21	0	0	0	0	9	39	1	5	3236
41	Brett Macauley	18	0	0	0	3	24	13	2	9	19722

PALMS Report: Silicon Valley BNI

11-Mar-10

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value given
1	Alba Alamillo	0	1	0	0	0	0	0	0	0	0
2	Jason Andrew	1	0	0	0	0	3	1	0	1	0
3	Asen Angelov	1	0	0	0	0	0	0	1	0	0
4	Margaret Barton	0	1	0	0	0	0	0	0	0	0
5	Nicol Bernhardt	1	0	0	0	0	0	0	0	1	0
6	Mary Blaser	1	0	0	0	0	6	1	0	1	0
7	Kellie Bloom	1	0	0	0	0	0	1	0	2	65
8	Janet Bocek	0	0	0	0	1	0	0	0	0	1395
9	Jacqueline Bocian	1	0	0	0	0	13	1	0	1	16678
10	Brian Bulger	1	0	0	0	0	0	0	0	0	0
11	Bryant Busalacchi	1	0	0	0	0	1	0	0	1	0
12	Patricia Cunningham	1	0	0	0	0	1	0	0	0	170
13	Robert Davis	1	0	0	0	0	0	1	0	2	0
14	Susan Davis	1	0	0	0	0	0	2	0	2	0
15	Ron DeAngelis	1	0	0	0	0	2	1	0	0	1750
16	Patricia Del Gavio	1	0	0	0	0	4	1	0	4	708
17	Doug Dixon	1	0	0	0	0	1	4	0	1	0
18	David Feldmeyer	1	0	0	0	0	1	4	0	0	2360
19	Jan Fong	1	0	0	0	0	1	4	1	0	240
20	Mark Gardner	1	0	0	0	0	2	0	0	0	40
21	Martin Gebert	1	0	0	0	0	0	0	0	0	0
22	Yvette Gilardi	1	0	0	0	0	1	1	0	0	0
23	Ginny Hagopian	1	0	0	0	0	0	1	0	2	0
24	Melanie Hibbs	1	0	0	0	0	0	5	0	0	1788
25	E.J. Hong	1	0	0	0	0	0	1	0	0	806
26	Kim Hunter	1	0	0	0	0	2	0	0	1	65
27	David Joud	1	0	0	0	0	1	0	0	2	1102
28	John Jue	1	0	0	0	0	0	3	0	0	0
29	Malika Junaid	1	0	0	0	0	2	1	1	2	0
30	Frona Kahn	1	0	0	0	0	0	2	0	0	90
31	Don Khamapirad	1	0	0	0	0	1	1	0	0	0
32	Candice Kistner	0	1	0	0	0	0	0	0	0	555
33	Travis Krepelka	0	0	0	0	1	0	1	0	0	0
34	Gary Laine	1	0	0	0	0	0	1	0	0	0
35	Angela Leung	1	0	0	0	0	1	1	0	0	65
36	Ronald Leung	1	0	0	0	0	2	0	0	1	0
37	Houshang Livian	1	0	0	0	0	0	2	0	0	0
38	Alicia Lucas	1	0	0	0	0	4	0	0	0	0
39	David Lunning	1	0	0	0	0	0	0	0	0	100
40	Brett Macauley	1	0	0	0	0	2	2	0	1	7269
41	Warren McCord	1	0	0	0	0	1	2	0	0	2577

42 Adam Meyers	1	0	0	0	0	1	5	0	0	1070
43 Wayne Morgan	1	0	0	0	0	0	3	0	2	0
44 Ingrid Mult	0	0	1	0	0	9	2	0	0	722
45 Armando Palomar	1	0	0	0	0	1	0	0	0	0
46 Stephen Pappas	1	0	0	0	0	0	0	0	0	85
47 Kathryn Pendleton	1	0	0	0	0	0	0	0	0	0
48 Michael Prevot	1	0	0	0	0	2	3	0	0	0
49 George Quiring	1	0	0	0	0	0	1	0	0	0
50 Lizbeth Rhodes	1	0	0	0	0	2	0	0	0	3866
51 Poppie Rodriguez	1	0	0	0	0	1	2	0	0	0
52 Michelle Rogers	1	0	0	0	0	0	2	0	0	940
53 Sooji Rugh	1	0	0	0	0	1	1	0	0	650
54 Nate Schloss	1	0	0	0	0	0	0	0	0	0
55 Kelly Shewbridge	1	0	0	0	0	0	2	0	1	0
56 Stephanie Stafford	1	0	0	0	0	0	1	0	0	0
57 George Talbot	1	0	0	0	0	1	3	0	0	1881
58 Danielle Terrazas	1	0	0	0	0	1	1	0	0	0
59 Charmaine Tu	1	0	0	0	0	1	2	0	2	880
60 Michael Weed	1	0	0	0	0	1	0	0	0	0
61 Israel Zehavi	1	0	0	0	0	2	0	0	0	144
62 Vivien Zheng	1	0	0	0	0	0	1	0	0	0
63 Jeanne dePolo	1	0	0	0	0	1	0	0	0	1142
64 Trey McAlister	0	0	0	0	0	0	0	0	0	0
65 Visitor(s)	0	0	0	0	0	2	4	0	2	1871
Total	57	3	1	0	2	78	78	3	32	51074

90%
-10%