

Weekly BNI VP Report

For meeting 3/18/2010

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Presidents Notes

BNI has a wealth of information. Visit the bni.com as well as the bnisfbay.com websites for educational resources and events.

Subs - I know that it's hard to find a sub, but the leadership team (mostly I since I get most of the e-mails) cannot ask a visitor to sub for you on Thursday morning. If we started doing this for 64 members, the situation would get out of hand for us. Also, we're trying to keep the e-mails to BNI business that affects chapter policies, so please refrain from e-mailing a mass request to members for subs. I would suggest that you ask members individually or keep an eye out when you're networking.

“You can’t steer a parked car.” This quote is by John Brady and was submitted by Phil Bedford, Master Franchisee Referral Institute, Middle East.

Your action for this week is to motivate someone to take up a new learning opportunity.

VP Report

Week of March 18, 2010

	Mar 18, 2010	Weekly Goal	Oct 1 – Mar 18	Annual Goal
Closed Business	\$34,262	\$50,000	\$1,165,463	\$2,000,000
Referrals Passed	62	50	1,539	2,500
One to Ones	34	20	498	1,000
Visitors	1	5	34	250
Attendance	87%	95%	86%	95%

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

VP Report

Closed Business:

\$11,160 - Jackie Bocian

\$ 3,861 – Janet Bocek

\$ 3,068 - Warren McCord

Referrals Given:

13 Referrals:

- Jackie Bocian

5 Referrals:

Patricia Cunningham

Patricia DelGavio

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 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
- April 29 - Michael Weed, Adam Meyers

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

* 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 June: MC Review

- Yvette Gilardi
- Angela Leung
- Charmaine Tu
- Stephen Pappas
- Jan Fong
- Stephanie Stafford

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 18, Michelle

Tooting your own Horn

As aspiring master networkers, do we really want to let anyone leave our presence thinking we don't need new business? Of course not!

Horn tooting is simply making positive, factual statements about your business in a way that highlights your success while leaving the door open for new clients.

Here are a few examples of how you can toot your horn:

Q – How's it going?

A - Life is great right now. I just closed one of my biggest clients ever.

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

