

Weekly BNI VP Report

For meeting 3/25/2010

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Presidents Notes

Great 1st term – congratulations on a fantastic first term! Let's keep up the great work.

BNI.com has a wealth of information:

- **Podcasts** are free and they are loaded with great business and networking advice. Go to <http://www.bnipodcast.com/> and make an appointment with yourself to listen to one podcast each week (10-20 minutes long). This small amount of time invested can lead to huge results for your business. For example, [Episode 145: "What's Important When You Refer People?"](#) is a good one.
- If you want our chapter to buy any CD or product from www.bni.com please let Nate know and the educational coordinator can keep it in our library.

Quote of the week - "The Turtle Effect: You can achieve anything you want to as long as you remember to have a soft inside, a hard shell, and be sure to stick your neck out." – Anonymous

Your action for this week is to have the turtle effect in your business and personal life.

VP Report

Week of March 25, 2010

	Mar 25, 2010	Weekly Goal	Oct 1 – Mar 25	Annual Goal
Closed Business	\$80,223	\$50,000	\$1,245,686	\$2,000,000
Referrals Passed	63	50	1,602	2,500
One to Ones	38	20	536	1,000
Visitors	3	5	37	250
Attendance	86%	95%	86%	95%

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

VP Report

Oct 1, 2009 – Mar 31, 2010

Closed Business:

\$93,416 – Michelle Rogers

\$85,613 - Janet Bocek

\$77,794 – Jackie Bocian

Referrals Given:

179 Referrals:

Jackie Bocian

63 Referrals:

Ingrid Mult

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:

- 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
- May 6 – David Felmeyer, Asen Angelov

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 Wayne Morgan. 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.

Please note: Effective October 1, 2010 annual fees will be \$365. If you wish to renew early and pay the \$330, please contact the secretary treasurer. Renewing early does not change your renewal date, and your renewal fees are non-refundable.

If a member is up for renewal and you have concerns, please email the Membership Committee at memberships vbni@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 25, Jan Fong

Gains profiles due!

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?

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

Value Given

