

# Weekly BNI VP Report

For meeting 4/08/2010

# **Table of Contents**

1. Presidents Message
2. VP Report
3. Secretary Treasurer
4. Membership Committee
5. Educational Trainers
6. Event Coordinators
7. Visitor Hosts
8. Member Announcements & Others

# Presidents Notes

**GROUP PICTURES** – Jeanne de Polo has graciously offered to take a group picture right after our meeting. We will be taking the group picture on May 13. Sorry if you cannot make it – it's hard to get a date for everyone.

Quote of the week: "If your ship doesn't come in, swim out to it." This quote is by Comedian, Jonathan Winters.

Your action for this week is to make plans to attend a new networking event or visit an organization that might benefit your business.

# VP Report

	Apr 1, 2010	Weekly Goal	Apr 1 – Apr 8, 2010	Oct 1 – Apr 8, 2010	Annual Goal
Closed Business	\$43,667	\$50,000	\$162,425	\$1,407,778	\$2,000,000
Referrals Passed	72	50	135	1,737	2,500
One to Ones	n/a	20	n/a	n/a	1,000
<i>4/8 Year to Date Report not included – will report the year to date when the one to one slips are accounted for. Will send the final report next week</i>					
Visitors	n/a	5	n/a	n/a	250
Attendance	77%	95%	82%	85%	95%

# VP Report

## Closed Business:

\$15,917 – Danielle Terrazas

\$3,779 - Charmaine Tu

\$2,481 – Michelle Rogers

## Referrals Given:

### **10 Referrals:**

Wayne Morgan

Frona Kahn

### **4 Referrals:**

Jackie Bocian

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

*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](mailto:svbnivp@gmail.com)

# Secretary/Treasurer

## Speaker Rotation:

- April 15 - Kathy Pendleton, Scott Safadi
- April 22 – Yvette Gilardi, Melanie Hibbs
- April 29 - Michael Weed, Adam Meyers
- May 6 – David Felmeyer, Asen Angelov
- May 13 – Jan Fong, David Joud
- May 20 – Nicol Bernhardt, Patricia Cunningham

*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

## 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 [membershipsbn@gmail.com](mailto: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](mailto:memberships vbni@gmail.com)*

# Educational Moment

April 8

## Purposeful Events

Think about creating or participating in an event that will get you recognition.

Events can be Grand Opening; Sponsorship; Outtings; Fund Raisers are just a few examples.

Sponsoring events provide access to captive audiences; possible media exposure; increased traffic

- Recognition can be in many forms like signage, listing on the program and/or website.
- Take the time to meet people that you can develop a relationship with and begin referring to over time.

The outcome can be

- Heighten interest in your business
- Opportunities to collaborate with other businesses
- Increase your chances to develop business relationships with colleagues

# Event Coordinator

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

**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*

