

# Weekly BNI VP Report

For meeting 4/15/2010

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# Presidents Notes

A great big thanks for Doug for subbing for me last week! I am now well-rested and ready to terrorize all of you again. J

Remember that our group picture by Jeanne de Polo is May 13.

“You only live once. But if you do it right, once is enough.” - Mae West

# VP Report

	Apr 15, 2010	Weekly Goal	Apr 1 – Apr 15, 2010	Oct 1 – Apr 15, 2010	Annual Goal
Closed Business	\$25,605	\$50,000	\$187,696	\$1,433,382	\$2,000,000
Referrals Passed	63	50	198	1,798	2,500
One to Ones	32	20	97	633	1,000
Visitors	1	5	1	38	250
<i>Visitors are identified by the Visitor Hosts, if no name is provided, it is not awarded to the member who invited them</i>					
Attendance	89%	95%	85%	86%	95%

# VP Report

## Closed Business:

\$2,719 – Charmaine Tu

\$2,684 - Warren McCord

\$2,283 – Jackie Bocian

## Referrals Given:

### **6 Referrals:**

Jackie Bocian

### **4 Referrals:**

Patricia Del Gavio

Charmaine Tu

*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 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
- May 27, Angela Leung, Krista Regedanz

*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
- Ted Ray
- Michael Mok
- KC Anderson

\* 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 15*

Promote Promote Promote

Have you ever thought about co-marketing with a power partner?

Why not go out together making introductions with your power partner to your existing relationships? What's in it for you?

Build credibility with that person

Build credibility and trust with the person you are introducing your power partner to.

Rather than constantly direct selling, the best way to build meaningful relationships is to help someone whenever possible. They say that effective networking is all about building relationships by truly helping other people-and there's never a "wrong" time to help people.

We co-market with our partners in the community and it has been hugely successful both ways. So think outside the box and have some fun!

# 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*









