

Weekly BNI VP Report

For meeting 4/22/2010

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Presidents Notes

- Our group picture date needs to be postponed. Will let you know the date later.

Quote of the Week: "An acre of performance is worth a whole world of promise."

This quote is by 19th Century Writer,

W. D. Howells. Your action for this week is to see where your performance doesn't match your promises and then set out to address this.

VP Report

	Apr 22, 2010	Weekly Goal	Apr 1 – Apr 22 , 2010	Oct 1 – Apr 22, 2010	Annual Goal
Closed Business	\$43,956	\$50,000	\$231,652	\$1,477,338	\$2,000,000
Referrals Passed	78	50	276	1,878	2,500
One to Ones	28	20	125	661	1,000
Visitors	No one listed	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	84%	95%	85%	86%	95%

VP Report

Closed Business:

\$9,245 – Jackie Bocian

\$2,990 - Sooji Rugh

\$2,852 – Charmaine Tu

Referrals Given:

12 Referrals:

Mike Prevot

7 Referrals:

Charmaine Tu

6 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

Secretary/Treasurer

Speaker Rotation:

- 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, KC Anderson
- June 3 – Alice Locke Chezar, Mary Blaser

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:

- None at this time

* 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
- Jan Fong
- John Jue

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 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

April 22, Mike Prevot

Be Active

It is no longer just enough to join a group, but let's face it you need to ACTIVE! Be active in our community means participating at events. Today being active also means online. Jeanne has been spending a lot of time and can tell you that the social media blitz is here to stay and growing beyond most of our wildest dreams.

I now have a social media strategy in place thanks to a social media guru.

Some thoughts about where to be visible:

- Facebook
- Linked in for professionals
- Write a blog
- Twitter
- Ever thought about an email newsletter

Remember you must be willing to be transparent and be a magnet in the social media space too. Ask clients to do a testimonial about you, your business and offering.

If you have not invested any time in this space maybe it is a good time to have a 1 to 1 w/ Jeanne as an example.

Event Coordinator

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

Name	P	A	L	M	S	R	R	V	1 to 1	Value given
1 Alba Alamillo	20	6	0	0	1	11	12	0	2	\$ 26,897
2 Jason Andrew	22	2	1	0	2	61	56	1	14	\$ 26,368
3 Asen Angelov	7	0	0	0	0	4	10	1	7	\$ -
4 Margaret Barton	24	2	0	0	1	51	8	1	22	\$ 10,211
5 Nicol Bernhardt	24	2	0	0	1	20	15	0	5	\$ 17,247
6 Mary Blaser	23	2	0	0	2	67	15	2	5	\$ 14,491
7 Kellie Bloom	21	2	2	0	1	37	27	0	26	\$ 10,589
8 Janet Bocek	19	4	0	0	4	24	70	0	6	\$ 104,359
9 Jacqueline Bocian	23	2	0	0	2	200	21	1	16	\$ 91,551
10 Brian Bulger	25	2	0	0	0	12	21	0	6	\$ 14,601
11 Bryant Busalacchi	25	2	0	0	0	26	23	0	12	\$ 25,773
12 Patricia Cunningham	25	1	0	0	1	50	9	2	33	\$ 11,166
13 Robert Davis	15	2	0	0	0	16	13	0	7	\$ 17,611
14 Susan Davis	14	3	0	0	0	11	14	1	8	\$ 17,437
15 Ron DeAngelis	21	2	1	0	3	12	19	0	5	\$ 8,742
16 Patricia Del Gavio	15	2	0	0	0	45	9	1	16	\$ 2,458
17 Doug Dixon	25	1	0	0	1	17	47	2	9	\$ 28,456
18 David Feldmeyer	20	3	0	0	0	10	39	0	4	\$ 5,946
19 Jan Fong	23	0	0	0	4	41	35	3	7	\$ 25,135
20 Mark Gardner	19	5	0	0	3	20	22	0	1	\$ 6,020
21 Martin Gebert	14	12	1	0	0	4	2	0	0	\$ 360
22 Yvette Gilardi	23	4	0	0	0	8	28	0	6	\$ 7,407
23 Ginny Hagopian	26	1	0	0	0	14	10	0	19	\$ 5,760
24 Melanie Hibbs	24	1	0	0	2	28	23	0	11	\$ 22,891
25 E.J. Hong	26	0	0	0	1	26	37	1	4	\$ 25,148
26 Kim Hunter	26	0	0	0	1	38	25	0	20	\$ 9,345
27 David Joud	24	1	0	0	2	16	12	1	34	\$ 31,600
28 John Jue	26	0	0	0	1	17	66	1	9	\$ 4,774
29 Malika Junaid	22	1	0	0	4	55	17	7	12	\$ 10,434
30 Frona Kahn	22	2	0	0	3	51	27	0	17	\$ 5,442
31 Don Khamapirad	22	5	0	0	0	16	24	2	6	\$ 17,316
32 Candice Kistner	16	3	0	0	8	45	19	0	2	\$ 11,806
33 Travis Krepelka	21	4	0	0	2	19	14	0	0	\$ 2,800
34 Gary Laine	25	1	0	0	1	19	23	0	14	\$ 3,377
35 Ann Langley	4	2	0	0	0	4	1	0	0	\$ 2,800
36 Angela Leung	22	4	0	0	1	43	29	0	11	\$ 17,847
37 Ronald Leung	24	3	0	0	0	12	30	0	9	\$ 1,831
38 Houshang Livian	24	3	0	0	0	10	21	0	4	\$ 1,171
39 Alice Locke Chezar	3	0	0	0	1	0	1	0	1	\$ -
40 Alicia Lucas	22	3	0	0	2	48	20	0	4	\$ 49,185
41 David Lunning	26	1	0	0	0	9	43	1	5	\$ 4,436
42 Brett Macauley	22	0	0	0	5	30	16	2	33	\$ 24,211
43 Warren McCord	22	4	0	0	1	15	34	0	7	\$ 44,671
44 Adam Meyers	9	0	0	0	0	4	14	0	3	\$ 1,900
45 Wayne Morgan	24	0	0	0	3	27	54	0	13	\$ 2,641
46 Ingrid Mult	23	2	2	0	0	63	77	2	5	\$ 19,904
47 Armando Palomar	23	2	0	0	2	14	31	0	0	\$ 6,263
48 Stephen Pappas	25	2	0	0	0	12	27	2	12	\$ 2,906
49 Kathryn Pendleton	22	3	0	0	2	14	3	0	8	\$ 4,409
50 Shiva Pouyamehr	0	1	0	0	0	0	0	0	0	\$ -
51 Michael Prevot	27	0	0	0	0	64	128	1	25	\$ 13,277
52 George Quiring	23	4	0	0	0	11	23	0	4	\$ 177
53 Krista Regedanz	4	0	0	0	0	3	1	0	9	\$ 240
54 Lizbeth Rhodes	25	1	0	0	1	24	19	0	12	\$ 51,532
55 Joel Robare	5	10	0	0	0	3	1	0	0	\$ 55
56 Poppie Rodriguez	27	0	0	0	0	19	63	0	3	\$ 8,010
57 Michelle Rogers	19	0	0	0	8	22	35	1	19	\$ 111,627
58 Sooji Rugh	22	3	0	0	2	20	21	0	6	\$ 29,745
59 Scott Safadi	4	0	0	0	0	3	0	0	5	\$ 491
60 Nate Schloss	26	1	0	0	0	15	57	0	9	\$ 12,595
61 Kelly Shewbridge	24	1	0	0	0	11	17	1	13	\$ 1,060
62 Stephanie Stafford	27	0	0	0	0	25	15	0	8	\$ 7,334
63 George Talbot	24	2	0	0	1	13	34	1	0	\$ 70,410
64 Danielle Terrazas	25	2	0	0	0	41	54	0	21	\$ 44,810
65 Charmaine Tu	24	3	0	0	0	66	44	0	8	\$ 28,411
66 Michael Weed	16	1	0	0	0	12	11	0	8	\$ 1,027
67 Israel Zehavi	22	5	0	0	0	39	17	0	3	\$ 36,070
68 Vivien Zheng	24	3	0	0	0	14	21	0	8	\$ 1,912
69 Jeanne dePolo	23	3	0	0	1	39	17	0	6	\$ 19,753
70 Trey McAlister	1	0	0	0	0	0	0	0	0	\$ -
71 Visitor(s)	1	0	0	0	0	38	85	0	14	\$ 231,109
Total	1,415	149	7	-	81	1,878	1,876	38	661	\$ 1,477,338
Most	RG	86%								
Most	RG	0%								

Name	P	A	L	M	S	R G	R R	V	1 to 1	Value given
1 Alba Alamillo	3	1	0	0	0	0	0	0	0	\$ -
2 Jason Andrew	4	0	0	0	0	8	4	0	2	\$ 5,031
3 Asen Angelov	4	0	0	0	0	3	6	0	5	\$ -
4 Margaret Barton	3	0	0	0	1	8	1	0	2	\$ 235
5 Nicol Bernhardt	4	0	0	0	0	3	1	0	1	\$ 2,733
6 Mary Blaser	3	0	0	0	1	4	1	0	0	\$ 717
7 Kellie Bloom	3	1	0	0	0	2	0	0	0	\$ -
8 Janet Bocek	2	1	0	0	1	4	9	0	1	\$ 18,746
9 Jacqueline Bocian	3	0	0	0	1	21	3	0	0	\$ 13,757
10 Brian Bulger	3	1	0	0	0	0	0	0	0	\$ -
11 Bryant Busalacchi	3	1	0	0	0	4	4	0	1	\$ 5,926
12 Patricia Cunningham	4	0	0	0	0	7	1	0	5	\$ 241
13 Robert Davis	3	1	0	0	0	4	7	0	0	\$ 1,000
14 Susan Davis	3	1	0	0	0	2	5	0	2	\$ -
15 Ron DeAngelis	4	0	0	0	0	1	3	0	0	\$ 545
16 Patricia Del Gaudio	3	1	0	0	0	9	1	0	2	\$ 891
17 Doug Dixon	4	0	0	0	0	2	6	0	2	\$ 3,094
18 David Feldmeyer	3	1	0	0	0	0	7	0	1	\$ -
19 Jan Fong	3	0	0	0	1	3	3	0	0	\$ 1,649
20 Mark Gardner	2	2	0	0	0	2	2	0	0	\$ 2,606
21 Martin Gebert	3	1	0	0	0	0	0	0	0	\$ -
22 Yvette Gilardi	3	1	0	0	0	0	3	0	1	\$ 712
23 Ginny Hagopian	4	0	0	0	0	3	0	0	3	\$ 609
24 Melanie Hibbs	4	0	0	0	0	5	2	0	3	\$ 1,025
25 E.J. Hong	3	0	0	0	1	2	5	0	0	\$ 800
26 Kim Hunter	3	0	0	0	1	3	2	0	3	\$ 1,210
27 David Joud	4	0	0	0	0	2	2	1	8	\$ 1,413
28 John Jue	4	0	0	0	0	5	8	0	1	\$ 900
29 Malika Junaid	4	0	0	0	0	7	3	0	3	\$ 336
30 Frona Kahn	3	0	0	0	1	16	4	0	0	\$ 3,041
31 Don Khamapirad	3	1	0	0	0	2	5	0	1	\$ 198
32 Candice Kistner	2	0	0	0	2	2	1	0	0	\$ 50
33 Travis Krepelka	3	1	0	0	0	3	2	0	0	\$ 1,300
34 Gary Laine	4	0	0	0	0	3	5	0	3	\$ 340
35 Angela Leung	3	1	0	0	0	5	1	0	1	\$ 1,900
36 Ronald Leung	4	0	0	0	0	2	2	0	1	\$ -
37 Houshang Livian	4	0	0	0	0	1	0	0	1	\$ -
38 Alice Locke Chezar	3	0	0	0	1	0	1	0	1	\$ -
39 Alicia Lucas	3	1	0	0	0	4	0	0	0	\$ 16,985
40 David Lunning	4	0	0	0	0	0	0	0	0	\$ -
41 Brett Macauley	2	0	0	0	2	2	2	0	2	\$ 4,489
42 Warren McCord	3	1	0	0	0	1	6	0	1	\$ 9,357
43 Adam Meyers	4	0	0	0	0	1	4	0	2	\$ 180
44 Wayne Morgan	4	0	0	0	0	18	16	0	10	\$ 1,956
45 Ingrid Mult	3	1	0	0	0	0	6	0	1	\$ 1,640
46 Armando Palomar	4	0	0	0	0	1	4	0	0	\$ -
47 Stephen Pappas	4	0	0	0	0	0	1	0	3	\$ 1,185
48 Kathryn Pendleton	4	0	0	0	0	2	1	0	2	\$ 1,314
49 Michael Prevot	4	0	0	0	0	19	25	0	4	\$ 1,008
50 George Quiring	2	2	0	0	0	0	2	0	0	\$ -
51 Krista Regedanz	4	0	0	0	0	3	1	0	9	\$ 240
52 Lizbeth Rhodes	3	0	0	0	1	0	1	0	1	\$ 23,194
53 Poppie Rodriguez	4	0	0	0	0	3	5	0	1	\$ 388
54 Michelle Rogers	3	0	0	0	1	5	2	0	2	\$ 18,211
55 Sooji Rugh	3	0	0	0	1	4	4	0	1	\$ 5,909
56 Scott Safadi	4	0	0	0	0	3	0	0	5	\$ 491
57 Nate Schloss	4	0	0	0	0	3	24	0	2	\$ 2,250
58 Kelly Shewbridge	1	1	0	0	0	0	0	0	0	\$ -
59 Stephanie Stafford	4	0	0	0	0	2	3	0	2	\$ 615
60 George Talbot	4	0	0	0	0	0	9	0	0	\$ 1,890
61 Danielle Terrazas	4	0	0	0	0	9	11	0	1	\$ 19,999
62 Charmaine Tu	4	0	0	0	0	19	1	0	1	\$ 9,954
63 Michael Weed	4	0	0	0	0	2	5	0	5	\$ 872
64 Israel Zehavi	3	1	0	0	0	8	1	0	0	\$ 6,281
65 Vivien Zheng	3	1	0	0	0	3	0	0	3	\$ 357
66 Jeanne dePolo	4	0	0	0	0	1	3	0	2	\$ 4,061
67 Trey McAlister	0	0	0	0	0	0	0	0	0	\$ -
68 Visitor(s)	1	0	0	0	0	15	26	0	11	\$ 27,821
Total	223	24	-	-	16	276	273	1	125	\$ 231,652
Most	\$\$	85%								
Most	RG	0%								

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value given
1	Alba Alamillo						-	-	-	-	-
2	Jason Andrew	1	-	-	-	-	4	1	-	-	-
3	Asen Angelov	1	-	-	-	-	-	1	-	1	-
4	Margaret Barton	1	-	-	-	-	2	-	-	-	-
5	Nicol Bernhardt	1	-	-	-	-	1	-	-	-	-
6	Mary Blaser	1	-	-	-	-	3	-	-	-	195
8	Janet Bocek	1	-	-	-	-	1	4	-	1	250
9	Jacqueline Bocian	1	-	-	-	-	6	-	-	-	9,245
11	Bryant Busalacchi	1	-	-	-	-	-	1	-	-	-
12	Patricia Cunningham	1	-	-	-	-	2	-	-	1	-
13	Robert Davis	1	-	-	-	-	3	2	-	-	-
14	Susan Davis	-	1	-	-	-	-	-	-	-	-
15	Ron DeAngelis	1	-	-	-	-	1	2	-	-	117
16	Patricia Del Gavio	-	1	-	-	-	-	-	-	-	196
17	Doug Dixon	1	-	-	-	-	-	3	-	1	297
18	David Feldmeyer	1	-	-	-	-	-	2	-	-	-
19	Jan Fong	-	-	-	-	1	-	3	-	-	-
20	Mark Gardner	-	1	-	-	-	-	-	-	-	2,093
22	Yvette Gilardi	1	-	-	-	-	-	-	-	1	-
23	Ginny Hagopian	1	-	-	-	-	-	-	-	1	-
24	Melanie Hibbs	1	-	-	-	-	2	-	-	-	110
25	E.J. Hong	1	-	-	-	-	1	1	-	-	300
26	Kim Hunter	1	-	-	-	-	-	1	-	1	110
27	David Joud	1	-	-	-	-	-	-	-	-	360
28	John Jue	1	-	-	-	-	2	3	-	-	-
29	Malika Junaid	1	-	-	-	-	2	-	-	-	110
30	Frona Kahn	1	-	-	-	-	3	-	-	-	1,484
31	Don Khamapirad	1	-	-	-	-	1	1	-	-	-
32	Candice Kistner	-	-	-	-	1	-	1	-	-	-
33	Travis Krepelka	-	1	-	-	-	-	1	-	-	1,300
34	Gary Laine	1	-	-	-	-	-	-	-	2	-
35	Angela Leung	1	-	-	-	-	2	-	-	-	555
36	Ronald Leung	1	-	-	-	-	-	1	-	1	-
37	Houshang Livian	1	-	-	-	-	-	-	-	-	-
38	Alice Locke Chezar	1	-	-	-	-	-	1	-	1	-
39	Alicia Lucas	1	-	-	-	-	4	-	-	-	1,600
40	David Lunning	1	-	-	-	-	-	-	-	-	-
41	Brett Macauley	1	-	-	-	-	2	-	-	-	2,400
42	Warren McCord	-	1	-	-	-	-	3	-	1	-
43	Adam Meyers	1	-	-	-	-	1	1	-	-	-
44	Wayne Morgan	1	-	-	-	-	4	13	-	4	1,700
45	Ingrid Mult	1	-	-	-	-	-	-	-	-	660
46	Armando Palomar	1	-	-	-	-	1	2	-	-	-
47	Stephen Pappas	1	-	-	-	-	-	-	-	-	-
48	Kathryn Pendleton	1	-	-	-	-	1	1	-	-	-
49	Michael Prevot	1	-	-	-	-	12	5	-	1	281
51	Krista Regedanz	1	-	-	-	-	-	-	-	-	-
52	Lizbeth Rhodes	1	-	-	-	-	-	-	-	1	603
53	Poppie Rodriguez	1	-	-	-	-	-	-	-	-	273
54	Michelle Rogers	-	-	-	-	1	-	-	-	-	3,294
55	Sooji Rugh	1	-	-	-	-	2	-	-	-	2,990
56	Scott Safadi	1	-	-	-	-	1	-	-	-	-
57	Nate Schloss	1	-	-	-	-	-	10	-	2	-
58	Stephanie Stafford	1	-	-	-	-	1	1	-	-	465
59	George Talbot	1	-	-	-	-	-	1	-	-	-
60	Danielle Terrazas	1	-	-	-	-	1	4	-	1	50
61	Charmaine Tu	1	-	-	-	-	7	-	-	1	2,852
62	Michael Weed	1	-	-	-	-	-	-	-	2	-
63	Israel Zehavi	-	1	-	-	-	-	-	-	-	2,050
64	Vivien Zheng	-	1	-	-	-	-	-	-	-	-
65	Jeanne dePolo	1	-	-	-	-	1	1	-	-	650
66	Trey McAlister	-	-	-	-	-	-	-	-	-	-
67	Visitor(s)	1	-	-	-	-	4	7	-	4	7,366
Total		53	7	-	-	3	78	78	-	28	\$ 43,956
Most	\$\$	84%									
Most	RG										