

Weekly BNI VP Report

For meeting 4/29/2010

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Presidents Notes

Quote of the Week:

"Great opportunities to help others seldom come, but small ones surround us every day."

This quote is by Author, Sally Koch.

Your action for this week is to find another way you can help someone in your chapter for whom you have not been able to find a referral lately.

VP Report

	Apr 29, 2010	Weekly Goal	Apr 1 – Apr 29, 2010	Oct 1 – Apr 29, 2010	Annual Goal
Closed Business	\$48,057	\$50,000	\$279,709	\$1,525,395	\$2,000,000
Referrals Passed	56	50	329	1,934	2,500
One to Ones	37	20	162	698	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	91%	95%	86%	86%	95%

VP Report

Closed Business:

\$9,929 – Janet Bocek

\$6,164 - Sooji Rugh

\$5,024 – Charmaine Tu

Referrals Given:

7 Referrals:

Wayne Morgan

4 Referrals:

Frona Kahn

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:

- 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
- June 10, Ted Ray, Jeannie Shea

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

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 29

Ever thought about Volunteering?

Why? Because it demonstrates your commitment to a cause without concern for personal gain.

People don't care how much you know until they know how much you care.

Think about this also as an opportunity to meet key people in your community. It connects you with people who have passion. It presents an opportunity to demonstrate your talents, skills & integrity and your ability to follow up and do what you say you are going to do. It capitalizes your strengths both professionally and personally. And it expands the depth & breadth of your network.

So find a cause that aligns with your interests and go make it happen!

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

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

Name	P	A	L	M	S	R	R	V	1 to 1	Value given
1 Alba Alamillo	21	6	0	0	1	11	12	0	2	\$ 26,897
2 Jason Andrew	23	2	1	0	2	64	57	1	15	\$ 27,058
3 Asen Angelov	8	0	0	0	0	5	12	1	8	\$ -
4 Margaret Barton	25	2	0	0	1	53	8	1	23	\$ 10,511
5 Nicol Bernhardt	25	2	0	0	1	20	16	0	5	\$ 20,260
6 Mary Blaser	24	2	0	0	2	67	18	2	7	\$ 14,491
7 Kellie Bloom	22	2	2	0	1	37	27	0	26	\$ 10,589
8 Janet Bocek	19	5	0	0	4	24	70	0	6	\$ 114,288
9 Jacqueline Bocian	24	2	0	0	2	204	22	1	17	\$ 92,216
10 Brian Bulger	26	2	0	0	0	12	21	0	6	\$ 14,601
11 Bryant Busalacchi	26	2	0	0	0	27	23	0	12	\$ 26,685
12 Patricia Cunningham	26	1	0	0	1	52	10	2	35	\$ 11,166
13 Robert Davis	16	2	0	0	0	17	14	0	7	\$ 17,611
14 Susan Davis	15	3	0	0	0	12	14	1	8	\$ 17,437
15 Ron DeAngelis	22	2	1	0	3	12	19	0	5	\$ 8,742
16 Patricia Del Gavio	15	3	0	0	0	45	9	1	16	\$ 2,618
17 Doug Dixon	26	1	0	0	1	19	48	2	10	\$ 29,092
18 David Feldmeyer	21	3	0	0	0	11	41	0	4	\$ 5,946
19 Jan Fong	24	0	0	0	4	41	36	3	7	\$ 27,335
20 Mark Gardner	20	5	0	0	3	20	23	0	1	\$ 6,485
21 Martin Gebert	15	12	1	0	0	4	2	0	0	\$ 360
22 Yvette Gilardi	24	4	0	0	0	9	28	0	9	\$ 7,657
23 Ginny Hagopian	27	1	0	0	0	14	10	0	19	\$ 5,760
24 Melanie Hibbs	25	1	0	0	2	30	23	0	11	\$ 23,111
25 E.J. Hong	27	0	0	0	1	27	38	1	5	\$ 25,148
26 Kim Hunter	27	0	0	0	1	40	25	0	22	\$ 9,345
27 David Joud	24	1	0	0	3	16	13	1	34	\$ 32,878
28 John Jue	27	0	0	0	1	17	66	1	9	\$ 4,774
29 Malika Junaid	23	1	0	0	4	56	18	7	12	\$ 10,654
30 Frona Kahn	23	2	0	0	3	55	27	0	19	\$ 8,092
31 Don Khamapirad	23	5	0	0	0	17	24	2	6	\$ 17,470
32 Candice Kistner	17	3	0	0	8	45	20	0	2	\$ 11,806
33 Travis Krepelka	22	4	0	0	2	20	15	0	0	\$ 2,800
34 Gary Laine	26	1	0	0	1	20	23	0	16	\$ 3,377
35 Ann Langley	4	2	0	0	0	4	1	0	0	\$ 2,800
36 Angela Leung	23	4	0	0	1	44	30	0	11	\$ 18,936
37 Ronald Leung	25	3	0	0	0	12	31	0	9	\$ 1,831
38 Houshang Livian	25	3	0	0	0	10	21	0	4	\$ 1,171
39 Alice Locke Chezar	4	0	0	0	1	1	1	0	2	\$ -
40 Alicia Lucas	23	3	0	0	2	48	23	0	4	\$ 49,185
41 David Lunning	27	1	0	0	0	9	43	1	5	\$ 4,436
42 Brett Macauley	23	0	0	0	5	30	16	2	33	\$ 24,725
43 Warren McCord	23	4	0	0	1	15	34	0	7	\$ 44,671
44 Adam Meyers	10	0	0	0	0	6	17	0	4	\$ 1,900
45 Wayne Morgan	25	0	0	0	3	34	55	0	15	\$ 3,291
46 Ingrid Mult	24	2	2	0	0	64	78	2	5	\$ 20,875
47 Armando Palomar	24	2	0	0	2	14	33	0	0	\$ 7,684
48 Stephen Pappas	26	2	0	0	0	12	28	2	12	\$ 3,056
49 Kathryn Pendleton	23	3	0	0	2	15	3	0	9	\$ 4,783
50 Shiva Pouyamehr	0	1	0	0	0	0	0	0	0	\$ -
51 Michael Prevot	28	0	0	0	0	66	134	1	25	\$ 13,457
52 George Quiring	24	4	0	0	0	11	23	0	4	\$ 177
53 Krista Regedanz	5	0	0	0	0	4	2	0	13	\$ 240
54 Lizbeth Rhodes	26	1	0	0	1	25	20	0	12	\$ 53,969
55 Joel Robare	5	10	0	0	0	3	1	0	0	\$ 55
56 Poppie Rodriguez	28	0	0	0	0	20	64	0	3	\$ 8,010
57 Michelle Rogers	19	0	0	0	9	22	36	1	19	\$ 112,304
58 Sooji Rugh	23	3	0	0	2	20	21	0	6	\$ 35,909
59 Scott Safadi	5	0	0	0	0	4	1	0	6	\$ 491
60 Nate Schloss	26	2	0	0	0	15	57	0	9	\$ 13,345
61 Kelly Shewbridge	24	1	0	0	0	11	17	1	13	\$ 1,060
62 Stephanie Stafford	28	0	0	0	0	25	17	0	8	\$ 7,334
63 George Talbot	25	2	0	0	1	14	34	1	0	\$ 71,967
64 Danielle Terrazas	26	2	0	0	0	41	56	0	24	\$ 44,810
65 Charmaine Tu	25	3	0	0	0	66	44	0	9	\$ 33,435
66 Michael Weed	17	1	0	0	0	12	11	0	8	\$ 1,027
67 Israel Zehavi	23	5	0	0	0	40	17	0	4	\$ 36,822
68 Vivien Zheng	25	3	0	0	0	14	22	0	9	\$ 1,912
69 Jeanne dePolo	23	3	0	1	1	39	18	0	6	\$ 19,753
70 Trey McAlister	2	0	0	0	0	0	0	0	0	\$ -
71 Visitor(s)	2	0	0	0	0	41	91	0	16	\$ 232,714
Total	1,476	152	7	1	83	1,934	1,932	38	698	\$ 1,525,395
Most	\$\$	86%								
Most	RG	0%								

Name	P	A	L	M	S	R G	R R	V	1 to 1	Value given
1 Alba Alamillo	4	1	0	0	0	0	0	0	0	\$ -
2 Jason Andrew	5	0	0	0	0	11	5	0	3	\$ 5,721
3 Asen Angelov	5	0	0	0	0	4	8	0	6	\$ -
4 Margaret Barton	4	0	0	0	1	10	1	0	3	\$ 535
5 Nicol Bernhardt	5	0	0	0	0	3	2	0	1	\$ 5,746
6 Mary Blaser	4	0	0	0	1	4	4	0	2	\$ 717
7 Kellie Bloom	4	1	0	0	0	2	0	0	0	\$ -
8 Janet Bocek	2	2	0	0	1	4	9	0	1	\$ 28,675
9 Jackie Boclan	4	0	0	0	1	25	4	0	1	\$ 14,422
10 Brian Bulger	4	1	0	0	0	0	0	0	0	\$ -
11 Bryant Busalacchi	4	1	0	0	0	5	4	0	1	\$ 6,838
12 Patricia Cunningham	5	0	0	0	0	9	2	0	7	\$ 241
13 Robert Davis	4	1	0	0	0	5	8	0	0	\$ 1,000
14 Susan Davis	4	1	0	0	0	3	5	0	2	\$ -
15 Ron DeAngelis	5	0	0	0	0	1	3	0	0	\$ 545
16 Patricia Del Gavio	3	2	0	0	0	9	1	0	2	\$ 1,051
17 Doug Dixon	5	0	0	0	0	4	7	0	3	\$ 3,730
18 David Feldmeyer	4	1	0	0	0	1	9	0	1	\$ -
19 Jan Fong	4	0	0	0	1	3	4	0	0	\$ 3,849
20 Mark Gardner	3	2	0	0	0	2	3	0	0	\$ 3,071
21 Martin Gebert	4	1	0	0	0	0	0	0	0	\$ -
22 Yvette Gilardi	4	1	0	0	0	1	3	0	4	\$ 962
23 Ginny Hagopian	5	0	0	0	0	3	0	0	3	\$ 609
24 Melanie Hibbs	5	0	0	0	0	7	2	0	3	\$ 1,245
25 E.J. Hong	4	0	0	0	1	3	6	0	1	\$ 800
26 Kim Hunter	4	0	0	0	1	5	2	0	5	\$ 1,210
27 David Joud	4	0	0	0	1	2	3	1	8	\$ 2,691
28 John Jue	5	0	0	0	0	5	8	0	1	\$ 900
29 Malika Junaid	5	0	0	0	0	8	4	0	3	\$ 556
30 Frona Kahn	4	0	0	0	1	20	4	0	2	\$ 5,691
31 Don Khamapirad	4	1	0	0	0	3	5	0	1	\$ 352
32 Candice Kistner	3	0	0	0	2	2	2	0	0	\$ 50
33 Travis Krepelka	4	1	0	0	0	4	3	0	0	\$ 1,300
34 Gary Laine	5	0	0	0	0	4	5	0	5	\$ 340
35 Angela Leung	4	1	0	0	0	6	2	0	1	\$ 2,989
36 Ronald Leung	5	0	0	0	0	2	3	0	1	\$ -
37 Houshang Livian	5	0	0	0	0	1	0	0	1	\$ -
38 Alice Locke Chezar	4	0	0	0	1	1	1	0	2	\$ -
39 Alicia Lucas	4	1	0	0	0	4	3	0	0	\$ 16,985
40 David Lunning	5	0	0	0	0	0	0	0	0	\$ -
41 Brett Macauley	3	0	0	0	2	2	2	0	2	\$ 5,003
42 Warren McCord	4	1	0	0	0	1	6	0	1	\$ 9,357
43 Adam Meyers	5	0	0	0	0	3	7	0	3	\$ 180
44 Wayne Morgan	5	0	0	0	0	25	17	0	12	\$ 2,606
45 Ingrid Mult	4	1	0	0	0	1	7	0	1	\$ 2,611
46 Armando Palomar	5	0	0	0	0	1	6	0	0	\$ 1,421
47 Stephen Pappas	5	0	0	0	0	0	2	0	3	\$ 1,335
48 Kathryn Pendleton	5	0	0	0	0	3	1	0	3	\$ 1,688
49 Michael Prevot	5	0	0	0	0	21	31	0	4	\$ 1,188
50 George Quiring	3	2	0	0	0	0	2	0	0	\$ -
51 Krista Regedanz	5	0	0	0	0	4	2	0	13	\$ 240
52 Lizbeth Rhodes	4	0	0	0	1	1	2	0	1	\$ 25,631
53 Poppie Rodriguez	5	0	0	0	0	4	6	0	1	\$ 388
54 Michelle Rogers	3	0	0	0	2	5	3	0	2	\$ 18,888
55 Sooji Rugh	4	0	0	0	1	4	4	0	1	\$ 12,073
56 Scott Safadi	5	0	0	0	0	4	1	0	6	\$ 491
57 Nate Schloss	4	1	0	0	0	3	24	0	2	\$ 3,000
58 Kelly Shewbridge	1	1	0	0	0	0	0	0	0	\$ -
59 Stephanie Stafford	5	0	0	0	0	2	5	0	2	\$ 615
60 George Talbot	5	0	0	0	0	1	9	0	0	\$ 3,447
61 Danielle Terrazas	5	0	0	0	0	9	13	0	4	\$ 19,999
62 Charmaine Tu	5	0	0	0	0	19	1	0	2	\$ 14,978
63 Michael Weed	5	0	0	0	0	2	5	0	5	\$ 872
64 Israel Zehavi	4	1	0	0	0	9	1	0	1	\$ 7,033
65 Vivien Zheng	4	1	0	0	0	3	1	0	4	\$ 357
66 Jeanne dePolo	4	0	0	1	0	1	4	0	2	\$ 4,061
67 Trey McAlister	1	0	0	0	0	0	0	0	0	\$ -
68 Visitor(s)	2	0	0	0	0	18	32	0	13	\$ 29,426
Total	284	27	-	1	18	332	329	1	162	\$ 279,709
Most	\$\$	86%								
Most	RG	0%								

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value given
1	Alba Alamillo	1	-	-	-	-	-	-	-	-	-
2	Jason Andrew	1	-	-	-	-	3	1	-	1	690
3	Asen Angelov	1	-	-	-	-	1	2	-	1	-
4	Margaret Barton	1	-	-	-	-	2	-	-	1	300
5	Nicol Bernhardt	1	-	-	-	-	-	1	-	-	3,013
6	Mary Blaser	1	-	-	-	-	-	3	-	2	-
8	Janet Bocek	-	1	-	-	-	-	-	-	-	9,929
9	Jacqueline Bocian	1	-	-	-	-	4	1	-	1	665
11	Bryant Busalacchi	1	-	-	-	-	1	-	-	-	912
12	Patricia Cunningham	1	-	-	-	-	2	1	-	2	-
13	Robert Davis	1	-	-	-	-	1	1	-	-	-
14	Susan Davis	1	-	-	-	-	1	-	-	-	-
15	Ron DeAngelis	1	-	-	-	-	-	-	-	-	-
16	Patricia Del Gavio	-	1	-	-	-	-	-	-	-	160
17	Doug Dixon	1	-	-	-	-	2	1	-	1	636
18	David Feldmeyer	1	-	-	-	-	1	2	-	-	-
19	Jan Fong	1	-	-	-	-	-	1	-	-	2,200
20	Mark Gardner	1	-	-	-	-	-	1	-	-	465
21	Martin Gebert	1	-	-	-	-	-	-	-	-	-
22	Yvette Gilardi	1	-	-	-	-	1	-	-	3	250
23	Ginny Hagopian	1	-	-	-	-	-	-	-	-	-
24	Melanie Hibbs	1	-	-	-	-	2	-	-	-	220
25	E.J. Hong	1	-	-	-	-	1	1	-	1	-
26	Kim Hunter	1	-	-	-	-	2	-	-	2	-
27	David Joud	-	-	-	-	1	-	1	-	-	1,278
28	John Jue	1	-	-	-	-	-	-	-	-	-
29	Malika Junaid	1	-	-	-	-	1	1	-	-	220
30	Frona Kahn	1	-	-	-	-	4	-	-	2	2,650
31	Don Khamapirad	1	-	-	-	-	1	-	-	-	154
32	Candice Kistner	1	-	-	-	-	-	1	-	-	-
33	Travis Krepelka	1	-	-	-	-	1	1	-	-	-
34	Gary Laine	1	-	-	-	-	1	-	-	2	-
35	Angela Leung	1	-	-	-	-	1	1	-	-	1,089
36	Ronald Leung	1	-	-	-	-	-	1	-	-	-
37	Houshang Livian	1	-	-	-	-	-	-	-	-	-
38	Alice Locke Chezar	1	-	-	-	-	1	-	-	1	-
40	David Lunning	1	-	-	-	-	-	-	-	-	-
41	Brett Macauley	1	-	-	-	-	-	-	-	-	514
42	Warren McCord	1	-	-	-	-	-	-	-	-	-
43	Adam Meyers	1	-	-	-	-	2	3	-	1	-
44	Wayne Morgan	1	-	-	-	-	7	1	-	2	650
45	Ingrid Mult	1	-	-	-	-	1	1	-	-	971
46	Armando Palomar	1	-	-	-	-	-	2	-	-	1,421
47	Stephen Pappas	1	-	-	-	-	-	1	-	-	150
48	Kathryn Pendleton	1	-	-	-	-	1	-	-	1	374
49	Michael Prevot	1	-	-	-	-	2	6	-	-	180
50	George Quiring	1	-	-	-	-	-	-	-	-	-
51	Krista Regedanz	1	-	-	-	-	1	1	-	4	-
52	Lizbeth Rhodes	1	-	-	-	-	1	1	-	-	2,437
53	Poppie Rodriguez	1	-	-	-	-	1	1	-	-	-
54	Michelle Rogers	-	-	-	-	1	-	1	-	-	677
55	Sooji Rugh	1	-	-	-	-	-	-	-	-	6,164
56	Scott Safadi	1	-	-	-	-	1	1	-	1	-
57	Nate Schloss	-	1	-	-	-	-	-	-	-	750
58	Stephanie Stafford	1	-	-	-	-	-	2	-	-	-
59	George Talbot	1	-	-	-	-	1	-	-	-	1,557
60	Danielle Terrazas	1	-	-	-	-	-	2	-	3	-
61	Charmaine Tu	1	-	-	-	-	-	-	-	1	5,024
62	Michael Weed	1	-	-	-	-	-	-	-	-	-
63	Israel Zehavi	1	-	-	-	-	1	-	-	1	752
64	Vivien Zheng	1	-	-	-	-	-	1	-	1	-
65	Jeanne dePolo	-	-	-	1	-	-	1	-	-	-
66	Trey McAlister	1	-	-	-	-	-	-	-	-	-
67	Visitor(s)	1	-	-	-	-	3	6	-	2	1,605
		61	3	-	1	2	56	56	-	37	\$ 48,057
	\$\$	91%									
Most	RG										