

Weekly VP Report

Silicon Valley BNI

For meeting 1/12/2012

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**Looking for attendance or stats spreadsheets?
Check the last few pages of this document!**

Presidents Message

Quote of the Week:

- “Credibility grows when appointments are kept, promises are acted upon, facts are verified, services are rendered. The old saying, ‘results speak louder than words’, is true.
- BNI Founder—Dr. Ivan Misner

□ Action Item of the Week:

- Make sure you are early to every appointment you have, including your next BNI meeting! 😊

Chapter Contacts

2011-2012

VP Report / SiliconValleyBni.com Website Questions:

- ▣ Malika Junaid: malikajunaid@mdesignsarchitects.com

BNI Announcements or Requests:

- ▣ Email svbnivp@gmail.com by 12:00pm on Thursday if you need announcements to go to the group in this report.

Miscellaneous Requests/Questions:

- ▣ Liz Rhodes: lrhodes@apr.com

Speaker Scheduling:

- ▣ You are responsible for finding a sub if you can't make your assigned date.

MSP Training Dates:

- ▣ BNI-Sfbay.com – check the calendar
- ▣ SiliconValleyBNI.com – upcoming events page

Dues / BNI-SfBay Website Questions:

- ▣ K.C Anderson: kcanderson2747@sbcglobal.net

Membership Questions:

- ▣ Patricia DelGavio : pat@delgaviogroup.com

VP Report 2011-2012

	Weekly Goal	1/5/12	4/1-10/1/2012	10/1/11-9/30/2012	10/1/11 – 3/31/12	Annual Goal
Closed Business	\$70,000	\$49,430	---	\$1,086,270	\$1,086,270	\$3,500,000
Referrals Passed	60	47	---	485	485	3,000
One to ones	40	22	---	243	243	1,950
Visitors	5	4	---	19	19	250
Attendance	95%	88%	---	88.42%	88.42%	95%

Visitors are identified by the Visitor Hosts, if no name is provided, it is not awarded to the member who invited them

VP Report 2011-2012

Closed Business:

- **\$7,068– Ginny Hagopian**
- **\$6,454– Stephanie Stafford**
- **\$3,899– Janet Bocek**

Referrals Given:

- **8 Referrals passed– Ingrid Mult**

- The minimum closed business for our chapter is:
 - \$3,000 per term and \$6,000 per year.
 - For 1st year members:
 - The minimum is \$1,000 per term and \$2000 per year.
- **Keep in mind that the goal for each member is + \$65,000 in order to reach our \$3,500,000 goal for this year.**

Attendance/Visitor Policy:

- Each year is split into two terms:
 - Term 1: October – March 2012
 - Term 2: April – September 2012
- Within each term you are allowed **3 absences and/ or up to 3 subs to equal no more than 6 total missed days.**

A visitor or sub can come to the chapter UP TO 2 TIMES PER TERM. This means that someone who has not applied to be a member of our chapter cannot come to the chapter more than twice per term. If you have asked someone to sub and they have already come twice, we will allow them to come to the meeting, but you will be marked as absent.

There are 2 exceptions to this rule:

- 1. An employee of your office may sub for you up to 6 times per term.
- 2. A visitor who has submitted an application may visit until their application is no longer pending.

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

- Referral/Thank You/One-to-one 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:**

- 1/19– Asen Angelov & Angela Leung
- 1/26– Kellie Bloom & Trey McAlister
- 2/2– Richard Renteria & Jeannie Shea
- 2/9– Mary Blaser & Dave Lopes
- 2/16– Mike Prevot & Nicole Bernhardt
- 2/23– Michelle Rogers & Alicia Lucas

□ What if I can't speak on my assigned date?

- It is each members responsibility to find someone to switch with if they cannot speak on their assigned date. Please do not contact leadership team to assist you with this.

□ When will I be added to the speaker rotation?

- 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 you are introduced, no matter what happens.

Information regarding presentations: www.siliconvalleybni.com/speaker-information

Members needing to attend MSP:

- - Stephanie Constantine, Steve Ionis & Kellie Bloom

For MSP training, please go to:

- www.bnisfbay.com/calendar/index.php?act=calendar

Membership Committee

- **Renewals: Due Feb 1st, effective March 1st**
- Renewals due:
- - **Brett Macauley**
- - **Krista Regedanz**
- - **Richard Renteria**
- - **Poppie Rodriguez**
- **Please Note: If you have received approval from the membership committee, please bring your check for \$365 on Thursday.**
- 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.

Membership Committee

□ Quarterly Dues:

- \$180.00 if received by the first meeting of the quarter.
- \$200.00 if received after the first meeting of the quarter

□ 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 are to be paid by the 1st meeting of the quarter.
 - If your dues are not received by this time, 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.

Educational Resources

- Our chapter website
 - ▣ www.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 Bay Area website: 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 at membershipsbn@gmail.com.

Educational Moment

- Education Moment 1/12/2012

- Tracy Lauth of Black Tie Desserts explains:

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- How I carry all the members with me at all times:

-

- I carry a calendar and notebook with me at all times. Keeping all the business cards in my holder current and up to date and with me can be challenging. So, I carry with me a printout of the member roster and make notes in the margins including 1-2-1's, closed business, and referrals. That way I track my activity within the group, can quickly identify power partners, and members whom I have not yet met with.

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- In addition, I have BNI membership roster from our website bookmarked on my iPhone home screen. With the touch of a button, I have the latest roster with phone numbers, addresses, website, and email addresses. This came in handy recently when walking to my car and I saw a woman whose car had been broken in to. I did not have my notebook with me. But I always carry my phone. After checking to make sure that she was OK, I pulled out my phone and with the touch of a button put her and Angela in contact with each other. Angela got the job on the spot and her crew was out there just about the same time that the police showed up.

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- That is how I carry all of you with me all the time.

Upcoming Events

- **BNI Announcements for 1/12/2012**

- BNI Educational Opportunities coming up:
 - 1.) BNI Educational Opportunities coming up:
 - -Dr. Ivan Misner tomorrow!
 - -Referral Success 101 on 1/19
 - -Certified Networker II on 1/26
 - -MSP sign up through website if you are a New Member

 - 3.) Food drive going on into January!
 - -Meals in a can, tuna/canned meats, fruits vegetables
 - -Peanut butter
 - -Low-sugar cereals
 - -100% fruit juices in single serving boxes
 - -Monetary donations

 - 4.) Our next 1st & Main happy hour will be on February 7, 2012 at 5:00 P.M.
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 - 5.) Happy Birthday to Candice on 1/14!
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Have an announcement to make?
Member announcements available if received by 5pm on Tuesdays.

	Silicon Valley BNI										
	1/12/12										
	1/14/12										
	Member Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Ginny Hagopian	1	0	0	0	0	0	0	0	1	7068.29
2	Stephanie Stafford	1	0	0	0	0	0	0	0	0	6454.29
3	Janet Bocek	1	0	0	0	0	1	0	0	1	3899
4	Steve Brauer	1	0	0	0	0	0	1	0	2	1804.47
5	Krista Regedanz	1	0	0	0	0	0	0	0	0	1675.00
6	Michael Prevot	1	0	0	0	0	1	0	0	1	1614.29
7	Joe Khoei	0	1	0	0	0	0	1	0	0	1598.57
8	Brett Macauley	1	0	0	0	0	0	0	0	1	1475.00
9	Jeannie Shea	1	0	0	0	0	1	1	0	1	1454.29
10	David Joud	1	0	0	0	0	1	0	1	0	1454.29
11	Jan Fong	1	0	0	0	0	1	1	0	0	1454.29
12	Warren McCord	1	0	0	0	0	0	2	0	0	1454.29
13	Lizbeth Rhodes	1	0	0	0	0	1	0	0	0	1370.00
14	K.C. Anderson	1	0	0	0	0	1	1	0	0	1349.00
15	Alicia Lucas	1	0	0	0	0	2	0	0	0	1332.00
16	Jon Simms	1	0	0	0	0	1	0	0	2	1296.00
17	Bryant Busalacchi	1	0	0	0	0	2	0	0	0	1125.00
18	Tracy Lauth	1	0	0	0	0	1	2	0	2	662.19
19	Kellie Bloom	1	0	0	0	0	2	4	0	1	648.79
20	Doug Dixon	1	0	0	0	0	1	2	0	0	599.88
21	Peter Pazmany	1	0	0	0	0	2	2	0	0	300.00
22	Candice Normoyle	1	0	0	0	0	4	1	0	0	225.00
23	Patricia Del Gaudio	1	0	0	0	0	1	0	0	0	221.00
24	Michelle Rogers	0	0	0	0	1	1	1	0	1	210.00
25	Patricia Cunningham	1	0	0	0	0	3	1	0	1	84.40
26	Richard Renteria	1	0	0	0	0	1	0	0	0	75.00
27	Fred Wee	1	0	0	0	0	1	0	0	0	74.00
28	Malika Junaid	1	0	0	0	0	3	0	0	0	56.00
29	Mary Blaser	1	0	0	0	0	2	1	0	3	0.00
30	Wayne Morgan	1	0	0	0	0	0	0	0	2	0.00
31	Ingrid Mult	1	0	0	0	0	8	0	0	1	0.00
32	Elnaz Masoom	1	0	0	0	0	0	0	0	1	0.00
33	John Jue	1	0	0	0	0	0	2	0	1	0.00
34	Michael Mok	1	0	0	0	0	2	0	0	0	0.00
35	Dom Passanisi	1	0	0	0	0	1	1	0	0	0.00
36	George Talbot	1	0	0	0	0	1	4	0	0	0.00
37	Simon Ilkhani	1	0	0	0	0	1	0	0	0	0.00
38	Angela Leung	1	0	0	0	0	0	2	0	0	0.00
39	Asen Angelov	1	0	0	0	0	0	0	0	0	0.00
40	Charmaine Tu	0	0	0	1	0	0	5	0	0	0.00
41	E.J. Hong	1	0	0	0	0	0	0	0	0	0.00
42	Gary Laine	1	0	0	0	0	0	2	0	0	0.00
43	Jeanne dePolo	1	0	0	0	0	0	1	0	0	0.00
44	Nicol Bernhardt	1	0	0	0	0	0	2	0	0	0.00
45	Poppie Rodriguez	1	0	0	0	0	0	1	0	0	0.00
46	Ronald Leung	0	1	0	0	0	0	2	0	0	0.00
47	Stephanie Constantine	0	0	0	0	1	0	0	1	0	0.00
48	Stephen Pappas	0	0	0	0	1	0	0	0	0	0.00
49	Steve Ionis	1	0	0	0	0	0	3	0	0	0.00
50	Travis Krepelka	1	0	0	0	0	0	0	0	0	0.00
51	BNI, Visitors	2	0	0	0	0	0	1	2	0	8396.00
	Total	46	3	0	0	3	47	47	4	22	49430.33

	10/1/11											
	1/14/12											
	Member Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB	
1	Mary Blaser	9	1	0	0	2	18	7	1	3	246840.31	
2	Patricia Del Gavio	10	0	0	0	2	21	9	2	3	100833.43	
3	Janet Bocek	9	2	0	0	1	13	10	0	2	57661.7	
4	Lizbeth Rhodes	11	0	0	0	1	11	1	0	4	49860.75	
5	Alicia Lucas	11	1	0	0	0	12	6	0	1	49057.00	
6	Michelle Rogers	8	0	0	0	4	17	4	0	8	41578.75	
7	Bryant Busalacchi	11	1	0	0	0	10	2	0	8	21544.75	
8	Stephanie Stafford	12	0	0	0	0	6	3	0	6	19800.89	
9	Jan Fong	10	1	0	0	1	7	3	0	0	18222.22	
10	David Joud	12	0	0	0	0	12	4	6	17	17732.11	
11	Peter Pazmany	12	0	0	0	0	19	10	0	3	17175.76	
12	Simon Ilkhani	12	0	0	0	0	5	3	0	6	16186.32	
13	E.J. Hong	11	1	0	0	0	4	11	0	2	15020.00	
14	Ginny Hagopian	12	0	0	0	0	10	31	0	5	14982.29	
15	Charmaine Tu	8	1	0	2	1	10	8	0	0	14821.66	
16	John Jue	11	1	0	0	0	1	15	0	1	14294.00	
17	Michael Prevot	11	1	0	0	0	15	28	0	9	13969.37	
18	Brett Macauley	10	0	0	0	2	9	2	0	5	13821.25	
19	Malika Junaid	9	1	0	0	2	15	3	2	2	12797.00	
20	Jeannie Shea	9	2	0	0	1	2	4	0	2	12645.19	
21	Krista Regedanz	11	1	0	0	0	8	1	0	4	10787.38	
22	Elnaz Masoom	11	1	0	0	0	8	16	0	5	10731.00	
23	George Talbot	11	0	0	0	1	5	15	0	1	10211.01	
24	Candice Normoyle	10	1	0	0	1	18	9	0	0	9880.06	
25	Jeanne dePolo	11	0	0	0	1	5	5	0	3	9738.05	
26	Warren McCord	11	1	0	0	0	7	7	0	15	9128.89	
27	Doug Dixon	12	0	0	0	0	5	9	0	0	7924.08	
28	Angela Leung	11	0	0	0	1	10	18	0	0	7428.26	
29	Joe Khoei	9	3	0	0	0	16	17	0	18	6728.98	
30	Wayne Morgan	11	1	0	0	0	10	13	0	13	6566.17	
31	Fred Wee	10	1	0	0	1	9	7	0	4	5257.00	
32	Michael Mok	12	0	0	0	0	13	11	0	6	5082.16	
33	K.C. Anderson	12	0	0	0	0	7	10	0	4	4734.82	
34	Poppie Rodriguez	12	0	0	0	0	2	22	0	2	4466.00	
35	Ronald Leung	10	1	0	0	1	10	12	0	4	4427.82	
36	Ingrid Mult	11	1	0	0	0	27	12	0	8	4272.00	
37	Patricia Cunningham	12	0	0	0	0	16	2	1	9	4059.92	
38	Steve Brauer	10	0	0	0	2	19	14	3	13	3914.47	
39	Tracy Lauth	11	0	0	0	1	9	28	0	4	3591.86	
40	Asen Angelov	12	0	0	0	0	7	12	0	1	2702.78	
41	Stephen Pappas	9	2	0	0	1	1	7	0	8	2653.21	
42	Steve Ionis	9	0	0	0	1	1	6	0	3	2252.33	
43	Nicol Bernhardt	10	1	1	0	0	12	6	0	2	2252.03	
44	Gary Laine	10	1	0	0	1	7	7	0	5	2045.00	
45	Kellie Bloom	7	1	2	0	0	9	5	0	6	1822.79	
46	Travis Krepelka	8	1	0	0	3	6	7	0	0	1510.00	
47	Jon Simms	4	1	0	0	0	2	0	0	3	1296.00	
48	Stephanie Constantine	9	0	0	0	1	8	6	1	6	1164.32	
49	Richard Renteria	11	0	0	0	1	1	11	0	9	362.00	
50	Dom Passanisi	12	0	0	0	0	6	9	0	0	240.00	
51	Ron DeAngelis	1	1	0	0	1	0	1	0	0	171.00	
52	BNI, Visitors	24	0	0	0	0	4	16	3	0	170023.78	
	Total	542	33	3	1	35	485	485	19	243	1086269.92	

Making Inspiration Happen



1,250

Your Community is Out There
You Just Have to Connect to It

NEW BUSINESS

Opportunities

3,000
BNJ REFERRAL SLIP

Great Winners,
Great Businesses



It's a win-win.

Let us help grow your business.



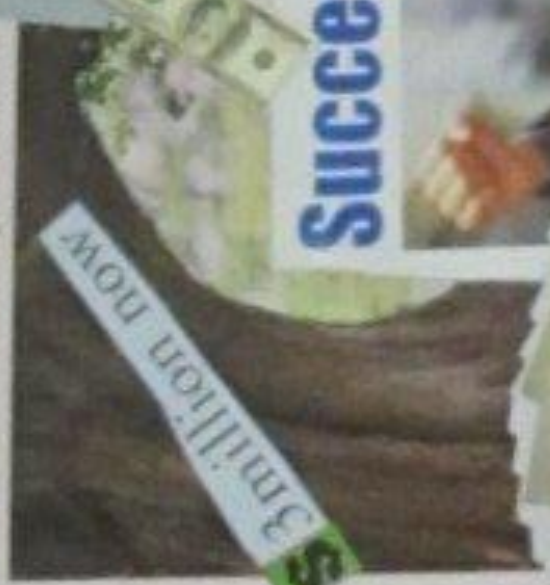
The big picture.

Make your
business
stand out

BREAK
RECORDS
THIS YEAR

CHANGE YOUR TO-DAY'S INTO TOMORROW'S

Strength. Stability. Growth.



5 million now

Ready, Set,

Action
Success feels Great!



raising the
bar

REAL
RESULTS!

Network

250
Visitors



WE INVITE YOU TO EXPLORE

Welcome



INTRODUCE MYSELF.

JoinIn
Expand
Your Network



Attendance

President's Message
don't skip

WORTH THE EFFORT



YOU
STARTS
HERE

PLAYING
POWER