

Weekly VP Report

Silicon Valley BNI

For meeting 10/27/2011

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

Presidents Message

Quote of the Week:

- The only person who can limit your possibilities is you.



- Jon Gordon



□ Action Item of the Week:

- Your action for the week is to reach for the stars, don't be the barrier to your own success!



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	10/27/11	4/1-10/1/2012	10/1/11-9/31/2012	10/1/11 – 3/31/12	Annual Goal
Closed Business	\$70,000	\$150,366	---	\$351,242	\$351,242	\$3,500,000
Referrals Passed	60	46	---	164	164	3,000
One to ones	40	18	---	68	68	1,950
Visitors	5	0	---	9	9	250
Attendance	95%	94%	---	88.72%	88.72%	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:

- **\$20,260 Bryant Busalacchi**
- **\$19,476 Patricia Del Gavio**
- **\$12,950 John Jue**

Referrals Given:

- **5 Referrals passed– Patricia Del Gavio**

- 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:**

- 11/3 Simon Ilkhani & Malika Junaid
- 11/10 Pat Del Gavio & Ron Leung
- 11/17 Dominic Passanisi & Charmaine Tu

□ 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:

Please confirm you have attended. Your name will be removed from this list at that time.

For MSP training, please go to:

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

Membership Committee

- **Renewals: Renewals effective December 1st, Due January 1st**
- Renewals approved:
- **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 membershipsbnibay@gmail.com.

Educational Moment

- BNI Ed. Moment 10/27/11
- Bryant Busalacchi and Jeannie Shea discussed "Don't Disrespect the Ding!" (meaning the "your time is
- up" warning bell rung after 25 seconds per infomercial and 15 seconds per testimonial/thank you/referrals
- given).
- Jeannie: We have developed a culture in our chapter - a culture where it is OKAY to disrespect the
- ding! Let's think about this: [DING]
- As I keep talking (after the bell has rung), is anyone really listening to what I'm saying - to
- my very important point I just have to make Right Now?
- Let's find out what people are thinking:
- Wayne: "Is she STILL talking?" Fred: "I want more coffee!" Stephanie: "Since SHE went over time, I CAN TOO!"
- Jeannie: This is the most important point! If you take someone else's time to finish your message, everyone else will think it's okay to do the same, and then our meeting doesn't end until 8:45. If your message is that important, maybe it's important enough to rehearse, and give it some real impact!
- Bryant: Don't just be hitting your stride when the bell rings. The bell is a gentle reminder that you should be finishing up.
- Jeannie: But Bryant, the testimonials are my favorite part of the meeting! When Jeanne de Polo shared how Travis Krepelka won a case for her friend she thought was unwinnable, that was very compelling – and something I'm not likely to learn any other way.
- Bryant: This is why it is so important to practice what you're going to say. We can talk more about this. Let's start acting like a \$3.5 million dollar chapter.

Upcoming Events

BNI Announcements for 10/27/2011



- Junaid Family Annual Halloween Party is on Friday, October 28th at 7pm. Please contact Malika if you did not receive the Evite.



- Thank to those who golfed!

- 1st place: Wayne, Mike, Kevin & Ingrid-37

- 2nd place: Trey, Doug, Angela & Candice-38

- 3rd place: Simon, Peter, David & Bryant-39

- Longest Drive: Candice

- Closest to Pin: Ingri



- 1st & Main this Tuesday, November 1st @ 5:30 for those who can stop by. We will have a casual mixer the first Tuesday of every month.



- Happy Birthday to nobody this week!

Have an announcement to make?

Member announcements available if received by 5pm on Tuesdays.

	Silicon Vally BNI											
	10/26/11											
	10/28/11											
	Member Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB	
1	Bryant Busalacchi	1	0	0	0	0	2	0	0	1	20259.75	
2	Patricia Del Gavio	1	0	0	0	0	5	0	0	0	19476	
3	John Jue	1	0	0	0	0	0	5	0	0	12950	
4	Janet Bocek	1	0	0	0	0	1	0	0	0	12940.20	
5	Lizbeth Rhodes	1	0	0	0	0	0	1	0	0	12249.00	
6	Michelle Rogers	0	0	0	0	1	3	0	0	0	8383.41	
7	Peter Pazmany	1	0	0	0	0	0	0	0	1	7680.00	
8	Jeanne dePolo	1	0	0	0	0	0	1	0	0	4300.00	
9	Alicia Lucas	1	0	0	0	0	1	0	0	0	4080.00	
10	George Talbot	1	0	0	0	0	0	4	0	0	3590.00	
11	Jan Fong	1	0	0	0	0	0	0	0	0	3570.48	
12	Fred Wee	1	0	0	0	0	0	1	0	1	3000.00	
13	Malika Junaid	1	0	0	0	0	2	0	0	0	2884.00	
14	Michael Prevot	1	0	0	0	0	1	1	0	0	1966.97	
15	Warren McCord	1	0	0	0	0	0	1	0	1	1840.00	
16	Nicol Bernhardt	1	0	0	0	0	2	0	0	0	1582.25	
17	Michael Mok	1	0	0	0	0	3	0	0	0	1400.00	
18	Charmaine Tu	1	0	0	0	0	2	0	0	0	960.00	
19	Stephanie Stafford	1	0	0	0	0	1	1	0	1	790.00	
20	David Joud	1	0	0	0	0	1	0	0	1	762.00	
21	Poppie Rodriguez	1	0	0	0	0	0	1	0	0	699.00	
22	Asen Angelov	1	0	0	0	0	0	1	0	0	679.00	
23	Simon Ilkhani	1	0	0	0	0	1	0	0	1	663.32	
24	Ingrid Mult	1	0	0	0	0	2	3	0	3	625.00	
25	Krista Regedanz	1	0	0	0	0	2	0	0	0	600.00	
26	Angela Leung	1	0	0	0	0	1	1	0	0	591.26	
27	Wayne Morgan	1	0	0	0	0	0	2	0	3	440.00	
28	Doug Dixon	1	0	0	0	0	1	0	0	0	440.00	
29	Candice Normoyle	0	1	0	0	0	0	0	0	0	440.00	
30	Stephen Pappas	1	0	0	0	0	0	0	0	0	440.00	
31	Brett Macauley	1	0	0	0	0	0	0	0	0	235.15	
32	Patricia Cunningham	1	0	0	0	0	1	0	0	0	200.00	
33	Gary Laine	1	0	0	0	0	1	1	0	0	150.00	
34	Tracy Lauth	1	0	0	0	0	1	2	0	0	110.00	
35	Travis Krepelka	1	0	0	0	0	1	0	0	0	110.00	
36	Ginny Hagopian	1	0	0	0	0	1	2	0	1	80.00	
37	Joe Khoei	1	0	0	0	0	3	2	0	2	0.00	
38	E.J. Hong	1	0	0	0	0	0	1	0	1	0.00	
39	K.C. Anderson	1	0	0	0	0	0	3	0	1	0.00	
40	Mary Blaser	1	0	0	0	0	2	0	0	0	0.00	
41	Elnaz Masoom	1	0	0	0	0	1	0	0	0	0.00	
42	Ronald Leung	1	0	0	0	0	1	2	0	0	0.00	
43	Dom Passanisi	1	0	0	0	0	0	3	0	0	0.00	
44	Jeannie Shea	1	0	0	0	0	0	0	0	0	0.00	
45	Richard Renteria	1	0	0	0	0	0	3	0	0	0.00	
46	Steve Brauer	0	0	0	0	1	0	2	0	0	0.00	
47	BNI, Visitors	2	0	0	0	0	3	2	0	0	19199.62	
48	Total	45	1	0	0	2	46	46	0	18	150366.41	

Silicon Valley BNI													
10/1/11													
10/28/11													
	Member Name	P	A	L	M	S	RGI	RGO	RRI	RRO	V	1-2-1	TYFCB
1	Patricia Del Gavio	3	0	0	0	1	9	0	2	0	0	1	29744.95
2	Lizbeth Rhodes	3	0	0	0	1	5	0	1	0	0	2	24031.75
3	Alicia Lucas	3	1	0	0	0	2	0	1	0	0	0	23978
4	Bryant Busalacchi	4	0	0	0	0	4	0	1	0	0	3	20259.75
5	Michelle Rogers	3	0	0	0	1	7	0	2	0	0	2	16334.41
6	Janet Bocek	3	1	0	0	0	3	0	2	0	0	0	15739.20
7	Mary Blaser	3	0	0	0	1	9	0	2	0	1	0	13049.61
8	John Jue	4	0	0	0	0	0	0	8	0	0	0	12950.00
9	Peter Pazmany	4	0	0	0	0	4	0	2	0	0	2	8659.00
10	Simon Ilkhani	4	0	0	0	0	2	0	0	0	0	3	7538.32
11	Jan Fong	3	0	0	0	1	1	0	0	0	0	0	7445.63
12	Charmaine Tu	4	0	0	0	0	6	0	0	0	0	0	6735.15
13	David Joud	4	0	0	0	0	8	0	2	0	3	4	6429.03
14	Jeanne dePolo	3	0	0	0	1	2	0	1	0	0	0	5713.21
15	Michael Prevot	4	0	0	0	0	7	0	5	0	0	3	5130.47
16	Angela Leung	4	0	0	0	0	4	0	9	0	0	0	4814.26
17	George Talbot	3	0	0	0	1	1	0	7	0	0	0	4580.15
18	Warren McCord	3	1	0	0	0	2	0	3	0	0	1	3618.00
19	Doug Dixon	4	0	0	0	0	2	0	2	0	0	0	3317.20
20	Malika Junaid	4	0	0	0	0	6	0	1	0	2	1	3277.00
21	Fred Wee	3	1	0	0	0	1	0	3	0	0	1	3000.00
22	Brett Macauley	3	0	0	0	1	1	0	0	0	0	0	2880.25
23	Wayne Morgan	4	0	0	0	0	0	0	3	0	0	6	2730.17
24	Stephanie Stafford	4	0	0	0	0	2	0	2	0	0	1	2300.00
25	Joe Khoei	3	1	0	0	0	6	0	6	0	0	7	2071.81
26	E.J. Hong	4	0	0	0	0	2	0	3	0	0	2	1946.00
27	Michael Mok	4	0	0	0	0	5	0	4	0	0	3	1911.00
28	Nicol Bernhardt	3	0	1	0	0	8	0	3	0	0	0	1849.25
29	Gary Laine	3	0	0	0	1	2	0	2	0	0	2	1550.00
30	Travis Krepelka	3	0	0	0	1	2	0	0	0	0	0	1510.00
31	Jeannie Shea	3	0	0	0	1	1	0	2	0	0	0	1446.30
32	Tracy Lauth	4	0	0	0	0	2	0	5	0	0	1	1412.19
33	Stephen Pappas	3	1	0	0	0	0	0	0	0	0	3	1411.21
34	Candice Normoyle	3	1	0	0	0	6	0	2	0	0	0	1393.46
35	Ingrid Mult	4	0	0	0	0	10	0	7	0	0	5	1305.00
36	Ronald Leung	4	0	0	0	0	5	0	4	0	0	3	1276.25
37	Steve Brauer	3	0	0	0	1	5	0	7	0	2	2	1210.00
38	Elnaz Masoom	4	0	0	0	0	3	0	4	0	0	1	1136.00
39	Asen Angelov	4	0	0	0	0	1	0	6	0	0	0	1117.15
40	Poppie Rodriguez	4	0	0	0	0	1	0	8	0	0	2	1064.18
41	Ginny Hagopian	4	0	0	0	0	4	0	15	0	0	2	870.00
42	Krista Regedanz	4	0	0	0	0	3	0	1	0	0	1	782.38
43	K.C. Anderson	4	0	0	0	0	1	0	5	0	0	1	667.00
44	Patricia Cunningham	4	0	0	0	0	4	0	0	0	0	1	318.75
45	Ron DeAngelis	1	1	0	0	1	0	0	1	0	0	0	171.00
46	Richard Renteria	4	0	0	0	0	0	0	8	0	0	2	147.00
47	Dom Passanisi	4	0	0	0	0	2	0	5	0	0	0	0.00
48	BNI, Visitors	8	0	0	0	0	3	0	7	0	1	0	90421.13
49	Total	173	8	1	0	13	164	0	164	0	9	68	351242.57

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.



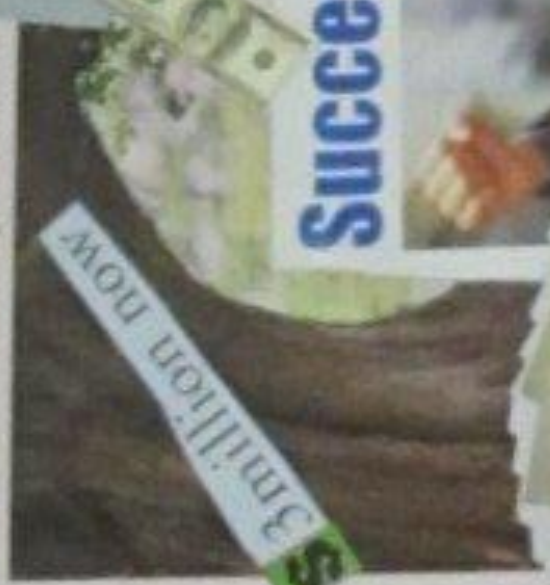
The big picture.

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

Our Members
are Successful

YOU
STARTS
HERE



PLAYING
POWER

WORTH THE EFFORT

don't skip

President's Message

95%

Attendance

