

Weekly VP Report

Silicon Valley BNI

For meeting 10/6/2011

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

Presidents Message

Quote of the Week:

- *“Failure is an event, not a person.*
- *Yesterday ended last night.”*
- *Zig Ziglar*
-

□ Action Item of the Week:

- *Your job this week is put your failures away, encourage and feed your successes. Make every action count.*
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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	10/6/11	4/1-10/1/2012	10/1/11-9/31/2012	10/1/11 – 3/31/12	Annual Goal
Closed Business	\$70,000	\$69,285	---	\$69,285	\$69,285	\$3,500,000
Referrals Passed	60	48	---	48	48	3,000
One to ones	40	14	---	14	14	1,950
Visitors	5	4	---	4	4	250
Attendance	95%	89.80%	---	89.80%	89.80%	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:

- **\$9,800 Alicia Lucas**
- **\$8,004 Lizbeth Rhodes**
- **\$4,791 Michelle Rogers**

Referrals Given:

- **6 Referrals passed- Mary Blaser**

- 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:**

- 10/13 Doug Dixon & Patricia Cunningham
- 10/20 Joe Khoei & Trey McAlister
- 10/27 John Jue & Ron DeAngelis

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

- It is each member's responsibility to find someone to switch with if they cannot speak on their assigned date. Please do not contact the 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 November 1st, Due October 1st**
- Renewals approved: Travis Krepelka & Gary Laine
- **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 membersvbn@gmail.com.

Educational Moment

- Ed Moment: 10/6/11
- Bryant Busalacchi and Jeannie Shea interview each other:
- Jeannie: Bryant, why do we have an Educational Moment at BNI meetings?
- Bryant: To help our members learn how to be successful in BNI, and what tools we have to support them.

- For example, one-to-one meetings, what are they for? To allow members to get to know one another better, personally and professionally, than we can during the weekly meeting. What holds you back from doing more one-to-one's? Bryant used to avoid 1-1's because he thought they meant he would have to do business with everyone in BNI - but there is no obligation. We do business with people we know, like, and trust, and that has to be earned.

- Bryant: Jeannie, are we going to stand up here each week just to hear ourselves talk?

- Jeannie: Nope! Hopefully we'll be sharing information to help us all get more out of BNI. BNI is unique in the kinds of training it offers, one of which is this short educational moment, a presentation of one idea that reminds us of all the different ways BNI can work for us.

- There are lots of resources we'll be talking about:
- BNI Connect (worldwide BNI database, website and social media platform)
- BNI Podcasts
- Two websites: BNI.com and BNISFBay.com (both have information for members)
- Chapter library, books on networking that anyone can borrow
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Upcoming Events

□ **BNI Announcements for 10/6/2011**

1. “Business Planning from the Inside Out: for the Real Estate Agent”

- Turn your personal and professional goals into a workable 2012 business plan.
- Speakers and fellow BNI Members Brett Macauley and David Joud
- Friday, October 14th, 2011 8:15a.m. – 9:45am

□ Comerica Bank Training Room 250 Lytton Avenue, Palo Alto, 94301

- RSVP Call/E-mail Sejal Parekh at 650.450.3648 or innovaedesigns@gmail.com. Spaces limited.
- This event is open to all REALTORS[®] and is free of charge. Coffee and refreshments will be provided

□

2. MSP is Monday, October 17th, go to https://bnisfbay.com/msp_register.htm to register.

□ The Domain Hotel 1085 E. El Camino Real Sunnyvale, CA 94087

- Registration: 3:00 – 4:00 pm
Time: 4:00 - 7:00 pm (food will be served)
\$25.00 fee

3. Our October Formal Mixer is on Wednesday, October 19th at 5:30-7:30pm at Mary Blaser’s Office...more details to come soon.

□

4. Get your Golf / Networking on at the BNI Golf Event on Thursday, October 20th from 9am-12pm (after BNI)

- Only 9 holes, scramble (best ball) format—Great for Beginners (or nevers)!
- \$41 checks payable to Candice Normolye and RSVP need to be in by 10/6

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

□

6. Happy Birthday to Ron Leung 10/10!

	Silicon Valley BNI										
	10/6/11										
	10/8/11										
	<u>Name</u>	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Alicia Lucas	1	0	0	0	0	1	0	0	0	9800
2	Lizbeth Rhodes	1	0	0	0	0	3	0	0	1	8003.75
3	Michelle Rogers	1	0	0	0	0	0	0	0	1	4791.02
4	Mary Blaser	1	0	0	0	0	6	2	1	0	2562.61
5	Gary Laine	1	0	0	0	0	0	0	0	0	1400.00
6	Travis Krepelka	1	0	0	0	0	0	0	0	0	1400.00
7	E.J. Hong	1	0	0	0	0	0	1	0	1	1391.00
8	Jeanne dePolo	1	0	0	0	0	2	0	0	0	1192.67
9	Charmaine Tu	1	0	0	0	0	2	0	0	0	1008.15
10	Patricia Del Gavio	1	0	0	0	0	2	1	0	0	738.00
11	Warren McCord	1	0	0	0	0	0	1	0	0	733.00
12	Tracy Lauth	1	0	0	0	0	0	0	0	0	677.49
13	Steve Brauer	1	0	0	0	0	1	1	2	1	610.00
14	Wayne Morgan	1	0	0	0	0	0	0	0	1	604.15
15	Joe Khoei	0	1	0	0	0	0	1	0	0	596.81
16	Jan Fong	0	0	0	0	1	0	0	0	0	575.15
17	Michael Mok	1	0	0	0	0	1	4	0	1	511.00
18	Michael Prevot	1	0	0	0	0	3	1	0	1	415.00
19	Asen Angelov	1	0	0	0	0	0	2	0	0	413.15
20	Ingrid Mult	1	0	0	0	0	4	1	0	0	380.00
21	George Talbot	0	0	0	0	1	0	2	0	0	375.15
22	Stephanie Stafford	1	0	0	0	0	1	0	0	0	350.00
23	Peter Pazmany	1	0	0	0	0	1	2	0	0	340.00
24	Jeannie Shea	1	0	0	0	0	1	2	0	0	313.30
25	K.C. Anderson	1	0	0	0	0	0	0	0	0	250.00
26	Simon Ilkhani	1	0	0	0	0	0	0	0	0	250.00
27	Stephen Pappas	0	1	0	0	0	0	0	0	0	225.15
28	Candice Normoyle	1	0	0	0	0	3	2	0	0	204.00
29	Doug Dixon	1	0	0	0	0	1	0	0	0	175.00
30	Janet Bocek	1	0	0	0	0	2	1	0	0	171.00
31	Ronald Leung	1	0	0	0	0	2	0	0	0	139.00
32	Ron DeAngelis	1	0	0	0	0	0	1	0	0	101.00
33	Krista Regedanz	1	0	0	0	0	1	0	0	0	91.00
34	Malika Junaid	1	0	0	0	0	1	0	0	1	58.00
35	Nicol Bernhardt	1	0	0	0	0	3	0	0	0	25.00
36	Angela Leung	1	0	0	0	0	0	4	0	0	20.00
37	David Joud	1	0	0	0	0	1	0	0	2	0.00
38	Elnaz Masoom	1	0	0	0	0	1	2	0	1	0.00
39	Ginny Hagopian	1	0	0	0	0	1	5	0	1	0.00
40	Bryant Busalacchi	1	0	0	0	0	0	1	0	1	0.00
41	Richard Renteria	1	0	0	0	0	0	1	0	1	0.00
42	Dom Passanisi	1	0	0	0	0	1	2	0	0	0.00
43	Fred Wee	1	0	0	0	0	1	0	0	0	0.00
44	Patricia Cunningham	1	0	0	0	0	1	0	0	0	0.00
45	Poppie Rodriguez	1	0	0	0	0	1	4	0	0	0.00
46	Brett Macauley	0	0	0	0	1	0	0	0	0	0.00
47	John Jue	1	0	0	0	0	0	2	0	0	0.00
48	Directors, Visitors	2	0	0	0	0	0	2	1	0	28394.59
49	Total	44	2	0	0	3	48	48	0	14	69285.14

Making Inspiration Happen



1,250

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

NEW BUSINESS

Opportunities

3,000

Great Winners,
Great Businesses

It's a win-win.

Let us help grow your business.



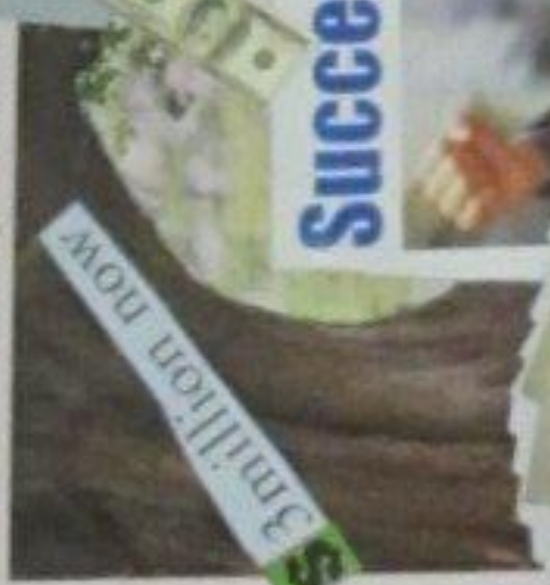
The big picture.

Make your business stand out

BREAK RECORDS THIS YEAR

CHANGE YOUR TO-DAY'S INTO TOMORROW'S

Strength. Stability. Growth.



\$3 million NOW

Ready, Set,

Action
Success Feels Great!



raising the bar

REAL RESULTS!

Network



250 Visitors



WE INVITE YOU TO EXPLORE

Welcome



INTRODUCE MYSELF.

Join In

Expand Your Network

Our Members are Successful

YOU STARTS HERE



PLAYING POWER

WORTH THE EFFORT

don't skip

President's Message

95%

Attendance

