

# Weekly VP Report

Silicon Valley BNI

For meeting 11/10/2011

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

# Presidents Message

## Quote of the Week:

- Efficiency is doing things right
- Action Item of the Week:
- effectiveness is doing the right things. Peter Drucker

# 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	11/10/11	4/1-10/1/2012	10/1/11-9/30/2012	10/1/11 – 3/31/12	Annual Goal
<b>Closed Business</b>	\$70,000	\$95,074	---	\$516,064	\$516,064	<b>\$3,500,000</b>
<b>Referrals Passed</b>	60	26	---	235	235	<b>3,000</b>
<b>One to ones</b>	40	28	---	120	120	<b>1,950</b>
<b>Visitors</b>	5	1	---	10	10	<b>250</b>
<b>Attendance</b>	95%	84%	---	88.44%	88.44%	<b>95%</b>

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:

- **\$26,016 Mary Blaser**
- **\$12,238 Pat Del Gavio**
- **\$7,999 Simon Ilkahn**

## Referrals Given:

- **3 Referrals passed– Pat Del Gavio**
  
- The minimum closed business for our chapter is:
  - \$3,000 per term and \$6,000 per year.
  - For 1<sup>st</sup> 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](mailto:svbnivp@gmail.com)

# Secretary/Treasurer

## □ **Speaker Rotation:**

11/10 Dom Passanisi & Ron Leung

11/17 Ingrid Mult & Charmaine Tu

□ 11/24 - HOLIDAY

□ 12/1 - Ginny Hagopian & Stephanie Constantine

□ 12/8 - Brett Macauley & Michael Mok

□ 12/15 - Peter Pazmany & Pat Del Gavio

## □ **DARK (NO MEETING) ON THE 29<sup>TH</sup> OF DECEMBER**

□ 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](http://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](http://www.bnisfbay.com/calendar/index.php?act=calendar)

# Membership Committee

- **Renewals: Due December 1<sup>st</sup>, effective January 1<sup>st</sup>**
- Renewals due:
- **Asen Angelov, Alicia Lucas, Dom Passanisi**
  
- **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](mailto: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/](http://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](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 at [membershipsbnibay@gmail.com](mailto:membershipsbnibay@gmail.com).

# Educational Moment

- BNI Ed. Moment

# Upcoming Events

- **BNI Announcements for 11/10/2011**

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- 1. MSP is Monday, November 21st, go to [https://bnisfbay.com/msp\\_register.htm](https://bnisfbay.com/msp_register.htm) to register.  
\$25.00 fee

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- 2. We will have a Thanksgiving Volunteer event for members and families-  
more details to come, see Evite

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- 3. Holiday Party will be in the beginning of December. Please put your  
business card in bag, or give to Jeannie or Peter if you are interested in  
hosting the event at your home. More details to come!

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- 4. Happy Birthday to John Jue 11/13!

**Have an announcement to make?**

Member announcements available if received by 5pm on Tuesdays.

	Silicon Valley BNI											
	11/9/11											
	11/11/11											
	Member Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB	
1	<b>Mary Blaser</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>26016.1</b>	
2	<b>Patricia Del Gavio</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>15238.48</b>	
3	<b>Simon Ilkhani</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>7999</b>	
4	<a href="#">Malika Junaid</a>	1	0	0	0	0	1	0	0	0	4400.00	
5	<a href="#">Michelle Rogers</a>	0	0	0	0	1	1	0	0	0	3939.41	
6	<a href="#">Janet Bocek</a>	0	0	0	0	1	1	0	0	0	2108.00	
7	<a href="#">Peter Pazmany</a>	1	0	0	0	0	2	1	0	0	1920.00	
8	<a href="#">Jeannie Shea</a>	1	0	0	0	0	0	0	0	0	1577.00	
9	<a href="#">David Joud</a>	1	0	0	0	0	0	0	1	<b>3</b>	1317.00	
10	<a href="#">Michael Prevot</a>	1	0	0	0	0	1	2	0	1	1152.00	
11	<a href="#">Asen Angelov</a>	1	0	0	0	0	0	1	0	0	1084.00	
12	<a href="#">Wayne Morgan</a>	1	0	0	0	0	0	0	0	1	777.00	
13	<a href="#">Doug Dixon</a>	1	0	0	0	0	0	0	0	0	771.00	
14	<a href="#">Tracy Lauth</a>	1	0	0	0	0	0	5	0	0	750.00	
15	<a href="#">Candice Normoyle</a>	1	0	0	0	0	1	0	0	0	575.00	
16	<a href="#">E.J. Hong</a>	1	0	0	0	0	0	1	0	0	400.00	
17	<a href="#">Joe Khoei</a>	1	0	0	0	0	<b>2</b>	1	0	2	342.00	
18	<a href="#">Stephanie Stafford</a>	1	0	0	0	0	0	0	0	2	342.00	
19	<a href="#">Jan Fong</a>	1	0	0	0	0	0	0	0	0	342.00	
20	<a href="#">K.C. Anderson</a>	1	0	0	0	0	1	1	0	0	211.00	
21	<a href="#">Brett Macauley</a>	0	0	0	0	1	0	0	0	0	114.00	
22	<a href="#">Poppie Rodriguez</a>	1	0	0	0	0	0	1	0	0	110.00	
23	<a href="#">Patricia Cunningham</a>	1	0	0	0	0	2	1	0	2	20.00	
24	<a href="#">Richard Renteria</a>	1	0	0	0	0	0	0	0	1	20.00	
25	<a href="#">Stephanie Constantine</a>	1	0	0	0	0	0	1	0	1	20.00	
26	<a href="#">Lizbeth Rhodes</a>	1	0	0	0	0	<b>2</b>	0	0	1	18.00	
27	<a href="#">Steve Brauer</a>	1	0	0	0	0	1	0	0	<b>3</b>	0.00	
28	<a href="#">Warren McCord</a>	1	0	0	0	0	0	0	0	<b>3</b>	0.00	
29	<a href="#">Ginny Hagopian</a>	1	0	0	0	0	0	4	0	2	0.00	
30	<a href="#">Kellie Bloom</a>	1	0	0	0	0	0	0	0	2	0.00	
31	<a href="#">Alicia Lucas</a>	1	0	0	0	0	1	0	0	1	0.00	
32	<a href="#">Bryant Busalacchi</a>	1	0	0	0	0	0	0	0	1	0.00	
33	<a href="#">Michael Mok</a>	1	0	0	0	0	0	0	0	1	0.00	
34	<a href="#">Stephen Pappas</a>	1	0	0	0	0	0	0	0	1	0.00	
35	<a href="#">Nicol Bernhardt</a>	1	0	0	0	0	2	0	0	0	0.00	
36	<a href="#">Angela Leung</a>	1	0	0	0	0	1	1	0	0	0.00	
37	<a href="#">Ingrid Mult</a>	0	1	0	0	0	1	0	0	0	0.00	
38	<a href="#">Ronald Leung</a>	1	0	0	0	0	1	2	0	0	0.00	
39	<a href="#">Travis Krepelka</a>	1	0	0	0	0	1	1	0	0	0.00	
40	<a href="#">Charmaine Tu</a>	0	1	0	0	0	0	0	0	0	0.00	
41	<a href="#">Dom Passanisi</a>	1	0	0	0	0	0	0	0	0	0.00	
42	<a href="#">Elnaz Masoom</a>	1	0	0	0	0	0	1	0	0	0.00	
43	<a href="#">Fred Wee</a>	0	0	0	0	1	0	0	0	0	0.00	
44	<a href="#">Gary Laine</a>	0	1	0	0	0	0	0	0	0	0.00	
45	<a href="#">George Talbot</a>	1	0	0	0	0	0	0	0	0	0.00	
46	<a href="#">Jeanne dePolo</a>	1	0	0	0	0	0	0	0	0	0.00	
47	<a href="#">John Jue</a>	1	0	0	0	0	0	1	0	0	0.00	
48	<a href="#">Krista Regedanz</a>	1	0	0	0	0	0	0	0	0	0.00	
49	<a href="#">Steve Ionis</a>	0	0	0	0	1	0	0	0	0	0.00	
50	BNI, Visitors	2	0	0	0	0	0	0	0	0	23510.71	
	<b>Total</b>	<b>43</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>26</b>	<b>26</b>	<b>1</b>	<b>28</b>	<b>95073.70</b>	

Silicon Valley BNI											
10/1/11											
11/11/11											
	Member Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Patricia Del Gavio	5	0	0	0	1	14	4	0	1	52213.43
2	Janet Bocek	4	1	0	0	1	6	5	0	1	40044.2
3	Mary Blaser	4	1	0	0	1	10	2	1	0	39065.71
4	<a href="#">Lizbeth Rhodes</a>	5	0	0	0	1	8	1	0	4	31049.75
5	<a href="#">Michelle Rogers</a>	4	0	0	0	2	8	2	0	2	26030.82
6	<a href="#">Alicia Lucas</a>	5	1	0	0	0	5	1	0	1	24100.00
7	<a href="#">Bryant Busalacchi</a>	6	0	0	0	0	4	1	0	5	20259.75
8	<a href="#">Simon Ilkhani</a>	6	0	0	0	0	3	1	0	3	15537.32
9	<a href="#">John Jue</a>	6	0	0	0	0	0	9	0	0	12950.00
10	<a href="#">Peter Pazmany</a>	6	0	0	0	0	9	4	0	2	10760.76
11	<a href="#">David Joud</a>	6	0	0	0	0	10	3	4	9	7981.03
12	<a href="#">Charmaine Tu</a>	4	1	0	0	1	6	1	0	0	7960.15
13	<a href="#">Malika Junaid</a>	6	0	0	0	0	9	2	2	1	7805.00
14	<a href="#">Jan Fong</a>	5	0	0	0	1	2	1	0	0	7797.63
15	<a href="#">Michael Prevot</a>	6	0	0	0	0	10	9	0	4	7041.47
16	<a href="#">Candice Normoyle</a>	5	1	0	0	0	9	3	0	0	6813.46
17	<a href="#">Brett Macauley</a>	4	0	0	0	2	3	0	0	2	6244.25
18	<a href="#">Jeanne dePolo</a>	5	0	0	0	1	2	1	0	1	5713.21
19	<a href="#">Angela Leung</a>	6	0	0	0	0	7	11	0	0	5049.26
20	<a href="#">Ginny Hagopian</a>	6	0	0	0	0	7	21	0	4	4870.00
21	<a href="#">Doug Dixon</a>	6	0	0	0	0	2	4	0	0	4656.20
22	<a href="#">George Talbot</a>	5	0	0	0	1	1	8	0	0	4638.15
23	<a href="#">Wayne Morgan</a>	6	0	0	0	0	0	3	0	8	4232.17
24	<a href="#">Warren McCord</a>	5	1	0	0	0	2	3	0	5	3618.00
25	<a href="#">Stephanie Stafford</a>	6	0	0	0	0	2	2	0	3	3317.00
26	<a href="#">Jeannie Shea</a>	4	1	0	0	1	1	2	0	0	3080.30
27	<a href="#">Fred Wee</a>	4	1	0	0	1	3	4	0	2	3000.00
28	<a href="#">Joe Khoei</a>	5	1	0	0	0	9	7	0	12	2793.81
29	<a href="#">Asen Angelov</a>	6	0	0	0	0	2	10	0	0	2440.63
30	<a href="#">E.J. Hong</a>	6	0	0	0	0	3	7	0	2	2346.00
31	<a href="#">Tracy Lauth</a>	6	0	0	0	0	3	10	0	1	2162.19
32	<a href="#">Ingrid Mult</a>	5	1	0	0	0	13	7	0	7	2055.00
33	<a href="#">Poppie Rodriguez</a>	6	0	0	0	0	1	13	0	2	2051.18
34	<a href="#">Michael Mok</a>	6	0	0	0	0	9	6	0	5	2003.00
35	<a href="#">Nicol Bernhardt</a>	5	0	1	0	0	10	3	0	0	1849.25
36	<a href="#">Gary Laine</a>	4	1	0	0	1	3	2	0	2	1550.00
37	<a href="#">Krista Regedanz</a>	5	1	0	0	0	3	1	0	1	1532.38
38	<a href="#">Steve Brauer</a>	5	0	0	0	1	8	7	2	8	1510.00
39	<a href="#">Travis Krepelka</a>	5	0	0	0	1	4	1	0	0	1510.00
40	<a href="#">Stephen Pappas</a>	5	1	0	0	0	0	2	0	5	1411.21
41	<a href="#">Ronald Leung</a>	6	0	0	0	0	6	8	0	3	1276.25
42	<a href="#">Elnaz Masoom</a>	6	0	0	0	0	3	8	0	1	1136.00
43	<a href="#">K.C. Anderson</a>	6	0	0	0	0	2	7	0	1	1023.00
44	<a href="#">Patricia Cunningham</a>	6	0	0	0	0	8	1	0	3	338.75
45	<a href="#">Richard Renteria</a>	6	0	0	0	0	0	10	0	6	192.00
46	<a href="#">Ron DeAngelis</a>	1	1	0	0	1	0	1	0	0	171.00
47	<a href="#">Dom Passanisi</a>	6	0	0	0	0	2	6	0	0	76.00
48	<a href="#">Stephanie Constantine</a>	1	0	0	0	0	0	1	0	1	20.00
49	<a href="#">Kellie Bloom</a>	1	0	0	0	0	0	0	0	2	0.00
50	<a href="#">Steve Ionis</a>	0	0	0	0	1	0	0	0	0	0.00
51	BNI, Visitors	12	0	0	0	0	3	9	1	0	120787.72
	Total	260	14	1	0	19	235	235	10	120	516064.39

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.



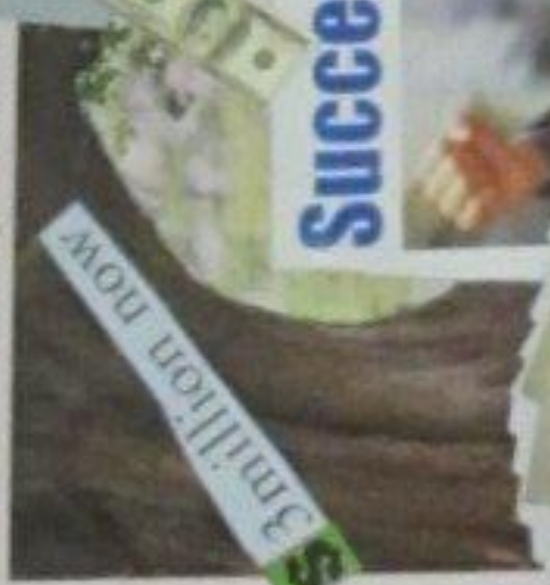
The big picture.

Make your  
business  
stand out

BREAK  
RECORDS  
THIS YEAR

CHANGE YOUR TO-DAY'S INTO TOMORROW'S

Strength. Stability. Growth.



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 Partners  
in Business



Attendance

President's Message  
don't skip

WORTH THE EFFORT

95%



YOU  
STARTS  
HERE

PLAYING  
POWER