

Weekly VP Report

Silicon Valley BNI

For meeting 12/1/2011

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

Presidents Message

Quote of the Week:

- Success is neither magical nor mysterious. Success is the natural consequence of consistently applying basic fundamentals. - Jim Rohn

- 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 | 11/17/11 | 4/1-10/1/2012 | 10/1/11-9/30/2012 | 10/1/11 – 3/31/12 | Annual Goal |
|-------------------------|-------------|----------|---------------|-------------------|-------------------|--------------------|
| Closed Business | \$70,000 | \$70,464 | --- | \$639,718 | \$639,718 | \$3,500,000 |
| Referrals Passed | 60 | 46 | --- | 334 | 334 | 3,000 |
| One to ones | 40 | 46 | --- | 157 | 157 | 1,950 |
| Visitors | 5 | 2 | --- | 15 | 15 | 250 |
| Attendance | 95% | 88% | --- | 89.38% | 89.38% | 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:

- **\$42,885– Pat Del Gavio**
- **\$3,126– Michelle Rogers**
- **\$2,900– Charmaine Tu**

Referrals Given:

- **4 Referrals passed– Janet Bocek**

- 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:**

- **12/8 - Brett Macauley & Michael Mok**
- **12/15 - Peter Pazmany & Pat Del Gavio**
- **12/22 –DARK**
- **12/29 – DARK**
- **1/5– Bryant Busalacchi & Steve Ionis**
- **1/12– K.C Anderson &David Joud**

□ 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 December 1st, effective January 1st**
- 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 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

- Check it out in the next BNI report

Upcoming Events

□ **BNI Announcements for 12/1/2011**

□ 1. BNI Educational Opportunities coming up:

□ -Referral Success 101 on 12/6

□ -Target Market Seminar on 12/7

□ -Referral Success 101 on 12/20

□ -Referral Success 101 on 1/19

□ -Certified Networker II on 1/26

□ -MSP sign up through website if you are a New Member

□

□ 2. Food drive to take place starting December 10th

□

□ 3. Holiday Party to be on December 4 @ Pat Del Gavio's home

□ -Please see Evite and RSVP either way

□ -Please sign up for what you can bring

□

□ 4. Happy Birthday to Stephanie Stafford 11/30!

Have an announcement to make?

Member announcements available if received by 5pm on Tuesdays.

| Silicon Valley BNI | | | | | | | | | | | |
|--------------------|---------------------------------------|----|---|---|---|---|-----|-----|---|-------|----------|
| 11/30/11 | | | | | | | | | | | |
| 12/2/11 | | | | | | | | | | | |
| | Member Name | P | A | L | M | S | RGI | RRI | V | 1-2-1 | TYFCB |
| 1 | Patricia Del Gavio | 0 | 0 | 0 | 0 | 1 | 2 | 2 | 1 | 1 | 42885 |
| 2 | Michelle Rogers | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 3125.61 |
| 3 | Charmaine Tu | 1 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 2900 |
| 4 | Ronald Leung | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 2417.00 |
| 5 | David Joud | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 3 | 2391.00 |
| 6 | Jan Fong | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 2034.00 |
| 7 | Patricia Cunningham | 1 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 1 | 1741.00 |
| 8 | Stephanie Stafford | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 1448.00 |
| 9 | Jeannie Shea | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1100.00 |
| 10 | Warren McCord | 1 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 1 | 831.00 |
| 11 | Steve Ionis | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | 760.00 |
| 12 | Michael Prevot | 1 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 1 | 741.00 |
| 13 | Krista Regeanz | 1 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 675.00 |
| 14 | Joe Khoei | 1 | 0 | 0 | 0 | 0 | 2 | 1 | 0 | 1 | 606.00 |
| 15 | Alicia Lucas | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 500.00 |
| 16 | K.C. Anderson | 1 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 263.58 |
| 17 | Doug Dixon | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | 243.00 |
| 18 | Peter Pazmany | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 230.00 |
| 19 | Brett Macauley | 1 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 175.00 |
| 20 | Poppie Rodriguez | 1 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 165.00 |
| 21 | Ginny Hagopian | 1 | 0 | 0 | 0 | 0 | 2 | 2 | 0 | 0 | 142.00 |
| 22 | Janet Bocek | 1 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 0 | 132.00 |
| 23 | Dom Passanisi | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 111.00 |
| 24 | George Talbot | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 100.85 |
| 25 | Simon Ilkhani | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0.00 |
| 26 | Bryant Busalacchi | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0.00 |
| 27 | Stephanie Constantine | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0.00 |
| 28 | Candice Normoyle | 1 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0.00 |
| 29 | Mary Blaser | 1 | 0 | 0 | 0 | 0 | 2 | 2 | 0 | 0 | 0.00 |
| 30 | Tracy Lauth | 1 | 0 | 0 | 0 | 0 | 2 | 4 | 0 | 0 | 0.00 |
| 31 | Wayne Morgan | 1 | 0 | 0 | 0 | 0 | 2 | 4 | 0 | 0 | 0.00 |
| 32 | E.J. Hong | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0.00 |
| 33 | Elnaz Masoom | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | 0.00 |
| 34 | Fred Wee | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0.00 |
| 35 | Gary Laine | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | 0.00 |
| 36 | Michael Mok | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0.00 |
| 37 | Nicol Bernhardt | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0.00 |
| 38 | Angela Leung | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0.00 |
| 39 | Asen Angelov | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0.00 |
| 40 | Ingrid Mult | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0.00 |
| 41 | Jeanne dePolo | 1 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0.00 |
| 42 | John Jue | 1 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0.00 |
| 43 | Kellie Bloom | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 |
| 44 | Lizbeth Rhodes | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 |
| 45 | Malika Junaid | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0.00 |
| 46 | Richard Renteria | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0.00 |
| 47 | Stephen Pappas | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0.00 |
| 48 | Steve Brauer | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0.00 |
| 49 | Travis Krepelka | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 0 | 0 | 0.00 |
| 50 | BNI, Visitors | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 4747.11 |
| | Total | 45 | 0 | 1 | 0 | 5 | 46 | 46 | 2 | 12 | 70464.15 |

| Silicon Valley BNI | | | | | | | | | | | |
|--------------------|---------------------------------------|-----|----|---|---|----|-----|-----|----|-------|-----------|
| 10/1/11 | | | | | | | | | | | |
| 12/2/11 | | | | | | | | | | | |
| | Member Name | P | A | L | M | S | RGI | RRI | V | 1-2-1 | TYFCB |
| 1 | Patricia Del Gavio | 6 | 0 | 0 | 0 | 2 | 17 | 8 | 2 | 2 | 98506.43 |
| 2 | Janet Bocek | 5 | 2 | 0 | 0 | 1 | 10 | 8 | 0 | 1 | 40745.2 |
| 3 | Mary Blaser | 5 | 1 | 0 | 0 | 2 | 12 | 4 | 1 | 0 | 39065.71 |
| 4 | Lizbeth Rhodes | 7 | 0 | 0 | 0 | 1 | 8 | 1 | 0 | 4 | 35709.75 |
| 5 | Michelle Rogers | 5 | 0 | 0 | 0 | 3 | 10 | 3 | 0 | 4 | 34466.43 |
| 6 | Alicia Lucas | 7 | 1 | 0 | 0 | 0 | 7 | 4 | 0 | 1 | 26412.00 |
| 7 | Bryant Busalacchi | 8 | 0 | 0 | 0 | 0 | 5 | 1 | 0 | 7 | 20259.75 |
| 8 | Simon Ilkhani | 8 | 0 | 0 | 0 | 0 | 4 | 1 | 0 | 4 | 15687.32 |
| 9 | Peter Pazmany | 8 | 0 | 0 | 0 | 0 | 12 | 4 | 0 | 2 | 14575.76 |
| 10 | John Jue | 8 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 12950.00 |
| 11 | David Joud | 8 | 0 | 0 | 0 | 0 | 10 | 3 | 5 | 12 | 12203.54 |
| 12 | Charmaine Tu | 6 | 1 | 0 | 0 | 1 | 9 | 1 | 0 | 0 | 12066.66 |
| 13 | Jan Fong | 7 | 0 | 0 | 0 | 1 | 4 | 1 | 0 | 0 | 11092.13 |
| 14 | Malika Junaid | 8 | 0 | 0 | 0 | 0 | 11 | 3 | 2 | 2 | 9038.00 |
| 15 | Michael Prevot | 8 | 0 | 0 | 0 | 0 | 13 | 26 | 0 | 6 | 9032.48 |
| 16 | George Talbot | 7 | 0 | 0 | 0 | 1 | 2 | 10 | 0 | 0 | 8019.00 |
| 17 | Candice Normoyle | 7 | 1 | 0 | 0 | 0 | 11 | 5 | 0 | 0 | 7858.46 |
| 18 | Jeanne dePolo | 7 | 0 | 0 | 0 | 1 | 3 | 3 | 0 | 1 | 7501.21 |
| 19 | Stephanie Stafford | 8 | 0 | 0 | 0 | 0 | 3 | 3 | 0 | 4 | 6827.00 |
| 20 | Brett Macauley | 6 | 0 | 0 | 0 | 2 | 7 | 1 | 0 | 2 | 6496.25 |
| 21 | Jeannie Shea | 6 | 1 | 0 | 0 | 1 | 1 | 3 | 0 | 0 | 5758.30 |
| 22 | Angela Leung | 7 | 0 | 0 | 0 | 1 | 7 | 13 | 0 | 0 | 5492.26 |
| 23 | Ginny Hagopian | 8 | 0 | 0 | 0 | 0 | 9 | 24 | 0 | 4 | 5314.00 |
| 24 | Wayne Morgan | 8 | 0 | 0 | 0 | 0 | 10 | 8 | 0 | 9 | 5132.17 |
| 25 | Doug Dixon | 8 | 0 | 0 | 0 | 0 | 3 | 7 | 0 | 0 | 5076.20 |
| 26 | Warren McCord | 7 | 1 | 0 | 0 | 0 | 4 | 3 | 0 | 9 | 4796.00 |
| 27 | Krista Regedanz | 7 | 1 | 0 | 0 | 0 | 7 | 1 | 0 | 1 | 4287.38 |
| 28 | Joe Khoei | 7 | 1 | 0 | 0 | 0 | 13 | 9 | 0 | 14 | 3746.81 |
| 29 | Ronald Leung | 7 | 0 | 0 | 0 | 1 | 9 | 8 | 0 | 3 | 3713.25 |
| 30 | Fred Wee | 6 | 1 | 0 | 0 | 1 | 7 | 6 | 0 | 3 | 3140.00 |
| 31 | Ingrid Mult | 7 | 1 | 0 | 0 | 0 | 15 | 9 | 0 | 7 | 2951.00 |
| 32 | Tracy Lauth | 8 | 0 | 0 | 0 | 0 | 7 | 19 | 0 | 2 | 2702.19 |
| 33 | Poppie Rodriguez | 8 | 0 | 0 | 0 | 0 | 1 | 18 | 0 | 2 | 2526.18 |
| 34 | E.J. Hong | 8 | 0 | 0 | 0 | 0 | 4 | 8 | 0 | 2 | 2506.00 |
| 35 | Asen Angelov | 8 | 0 | 0 | 0 | 0 | 3 | 11 | 0 | 0 | 2440.63 |
| 36 | Patricia Cunningham | 8 | 0 | 0 | 0 | 0 | 12 | 1 | 1 | 4 | 2129.75 |
| 37 | Michael Mok | 8 | 0 | 0 | 0 | 0 | 10 | 7 | 0 | 6 | 2043.00 |
| 38 | Nicol Bernhardt | 7 | 0 | 1 | 0 | 0 | 11 | 3 | 0 | 1 | 1949.25 |
| 39 | Gary Laine | 6 | 1 | 0 | 0 | 1 | 4 | 5 | 0 | 3 | 1550.00 |
| 40 | Steve Brauer | 6 | 0 | 0 | 0 | 2 | 10 | 9 | 3 | 11 | 1510.00 |
| 41 | Travis Krepelka | 6 | 0 | 0 | 0 | 2 | 5 | 3 | 0 | 0 | 1510.00 |
| 42 | Stephen Pappas | 7 | 1 | 0 | 0 | 0 | 0 | 3 | 0 | 6 | 1411.21 |
| 43 | K.C. Anderson | 8 | 0 | 0 | 0 | 0 | 5 | 8 | 0 | 1 | 1286.58 |
| 44 | Elnaz Masoom | 8 | 0 | 0 | 0 | 0 | 5 | 11 | 0 | 2 | 1136.00 |
| 45 | Stephanie Constantine | 6 | 0 | 0 | 0 | 0 | 5 | 3 | 0 | 3 | 1064.32 |
| 46 | Steve Ionis | 5 | 0 | 0 | 0 | 1 | 1 | 2 | 0 | 0 | 760.00 |
| 47 | Kellie Bloom | 5 | 0 | 1 | 0 | 0 | 3 | 0 | 0 | 4 | 235.00 |
| 48 | Richard Renteria | 8 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 8 | 212.00 |
| 49 | Dom Passanisi | 8 | 0 | 0 | 0 | 0 | 3 | 8 | 0 | 0 | 187.00 |
| 50 | Ron DeAngelis | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 171.00 |
| 51 | BNI, Visitors | 16 | 0 | 0 | 0 | 0 | 2 | 11 | 1 | 0 | 134467.33 |
| | Total | 362 | 15 | 2 | 0 | 26 | 334 | 334 | 15 | 157 | 639717.89 |

Making Inspiration Happen



NEW BUSINESS

Opportunities

3,000

BNJ REFERRAL SLIP

Great Winners' Great Businesses

It's a win-win.



Let us help grow your business.



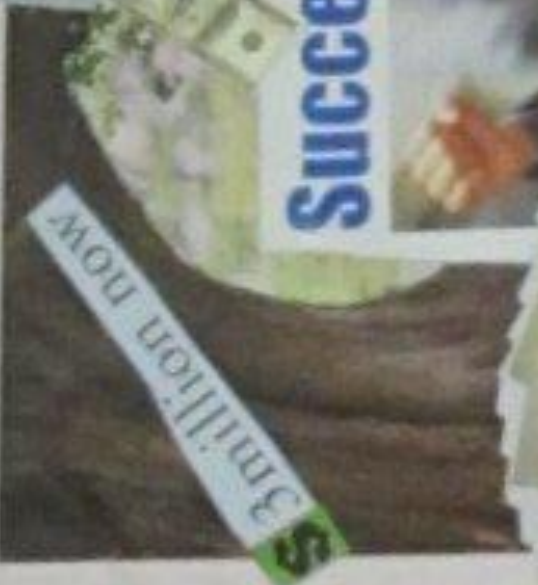
The big picture.

Make your business stand out

BREAK RECORDS THIS YEAR

CHANGE YOUR TO-DAY'S INTO TOMORROW'S

Strength. Stability. Growth.



\$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.

JoinIn

Expand Your Network

Our Members are Successful

YOU STARTS HERE



PLAYING POWER

WORTH THE EFFORT

don't skip

President's Message

95%

Attendance

