

Weekly VP Report

Silicon Valley BNI

For meeting 12/15/2011

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

Presidents Message

Quote of the Week:

- “Keep away from people who try to belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become Great!”
- Mark Twain

□ 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	12/15/11	4/1-10/1/2012	10/1/11-9/30/2012	10/1/11 – 3/31/12	Annual Goal
Closed Business	\$70,000	\$240,059	---	\$936,879	\$936,879	\$3,500,000
Referrals Passed	60	16	---	395	395	3,000
One to ones	40	20	---	199	199	1,950
Visitors	5	0	---	15	15	250
Attendance	95%	83%	---	88.56%	88.56%	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:

- **\$194,708— Mary Blaser**
- **\$9,332—Alicia Lucas**
- **\$5,209— Lizbeth Rhodes**

Referrals Given:

- **2 Referrals passed— Bryant Busalacchi, Pat Del Gavio, Asen Angelov, Peter Pazmany & Steve Brauer**

- 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:**

- **12/15 – Steve Ionis & Peter Pazmany**
- **12/22 –DARK**
- **12/29 – DARK**
- **1/5– Bryant Busalacchi & Spat Del Gavio**
- **1/12– K.C Anderson &David Joud**
- **1/19– Asen Angelov & Angela Leung**
- **1/26– Kellie Bloom & Trey McAlister**

□ 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

- Education Moment 12/15/2011
- Resource: BNI Podcasts
- BNI chapter website: <http://siliconvalleybni.com/>
- BNI main website: <http://www.bnifsbay.com/>
- BNI Podcasts: <http://www.bnipodcast.com/>

- BNI Podcasts are short interviews with BNI founder Ivan Misner and guests, such as the
- December 14th issue “Working Smarter, Not Harder”.

- • According to Stephen Covey, who spoke at the BNI International conference this year,
- trust is an economic driver. It speeds up the sales process. (See the book *The Speed of Trust* for examples.)
- **What does this mean, that trust is an economic driver?**
- With low trust it takes more time to build rapport between people, which increases the time
- and dollar expenses of the transaction; with high trust in a relationship it takes less time and
- fewer dollars expended to make that sale;
- Warren Buffet closed a \$23 billion dollar acquisition in 29 days, with no due diligence
- (investigation of the investment), because of the implicit trust between Warren and the seller.
- **Trust is the foundation of relationships; people prefer to do business with people they know**
- **and trust; the best way to develop trust with your BNI network is to have consistent 1-1**
- **meetings with your fellow BNI members.**
- In BNI, it is not WHO the members are, but WHO they KNOW ... and how well they know them.
- Listen to the podcast to hear more about this. Also, 98% of businesses rely on referrals, but
- only 3% have a strategy to get them.

Upcoming Events

BNI Announcements for 12/15/2011

1.) BNI Educational Opportunities coming up:

- 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 starts Today!

- Meals in a can/Tuna/canned meats/canned fruit/vegetables
- Peanut butter
- Canned food with pop tops
- Low-sugar cereals
- 100% fruit juices in single serving boxes
- Monetary donations

3.) Our next 1st& Main happy hour will be on January 10, 2012 at 5:00 P.M.

4.) Happy Birthday to Steve Bealy (last week), Travis Krepelka (12/18), & EJ Hong (12/20)!

Have an announcement to make?
Member announcements available if received by 5pm on Tuesdays.

	Silicon Valley BNI										
	12/14/11										
	12/16/11										
	Member Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Mary Blaser	1	0	0	0	0	0	0	0	0	194708
2	Alicia Lucas	1	0	0	0	0	0	1	0	0	9332
3	Lizbeth Rhodes	1	0	0	0	0	0	0	0	0	5209
4	Michelle Rogers	1	0	0	0	0	0	0	0	2	2620.00
5	Jan Fong	1	0	0	0	0	0	0	0	0	2441.70
6	Jeanne dePolo	1	0	0	0	0	0	0	0	0	1900.00
7	Michael Prevot	0	1	0	0	0	0	2	0	0	1826.60
8	David Joud	1	0	0	0	0	0	0	0	1	1778.60
9	Stephanie Stafford	1	0	0	0	0	1	0	0	0	1018.60
10	Fred Wee	1	0	0	0	0	0	0	0	1	790.00
11	George Talbot	1	0	0	0	0	0	1	0	0	670.01
12	Stephen Pappas	0	1	0	0	0	0	0	0	0	492.00
13	E.J. Hong	0	1	0	0	0	0	0	0	0	430.00
14	Janet Bocek	1	0	0	0	0	0	0	0	0	410.00
15	Charmaine Tu	1	0	0	0	0	0	0	0	0	365.00
16	Warren McCord	1	0	0	0	0	0	0	0	2	353.60
17	Jeannie Shea	0	1	0	0	0	0	0	0	0	318.60
18	Joe Khoei	0	1	0	0	0	0	0	0	0	318.60
19	Tracy Lauth	1	0	0	0	0	1	0	0	0	227.48
20	Angela Leung	1	0	0	0	0	0	0	0	0	210.00
21	Candice Normoyle	1	0	0	0	0	0	0	0	0	200.00
22	Steve Ionis	1	0	0	0	0	0	0	0	1	199.33
23	Elnaz Masoom	1	0	0	0	0	1	1	0	2	160.00
24	K.C. Anderson	1	0	0	0	0	0	0	0	1	130.00
25	Patricia Cunningham	1	0	0	0	0	0	0	0	1	65.00
26	Ingrid Mult	1	0	0	0	0	0	1	0	0	65.00
27	Ronald Leung	1	0	0	0	0	0	0	0	0	55.00
28	Krista Regedanz	1	0	0	0	0	0	0	0	2	50.00
29	Simon Ilkhani	1	0	0	0	0	0	1	0	2	0.00
30	Bryant Busalacchi	1	0	0	0	0	2	0	0	1	0.00
31	Patricia Del Gaudio	1	0	0	0	0	2	0	0	1	0.00
32	Jon Simms	1	0	0	0	0	1	0	0	1	0.00
33	Brett Macauley	1	0	0	0	0	0	0	0	1	0.00
34	Wayne Morgan	1	0	0	0	0	0	0	0	1	0.00
35	Asen Angelov	1	0	0	0	0	2	0	0	0	0.00
36	Peter Pazmany	1	0	0	0	0	2	2	0	0	0.00
37	Steve Brauer	1	0	0	0	0	2	0	0	0	0.00
38	Dom Passanisi	1	0	0	0	0	1	0	0	0	0.00
39	Stephanie Constantine	1	0	0	0	0	1	0	0	0	0.00
40	Doug Dixon	1	0	0	0	0	0	0	0	0	0.00
41	Gary Laine	1	0	0	0	0	0	0	0	0	0.00
42	Ginny Hagopian	1	0	0	0	0	0	1	0	0	0.00
43	John Jue	0	1	0	0	0	0	1	0	0	0.00
44	Kellie Bloom	1	0	0	0	0	0	0	0	0	0.00
45	Malika Junaid	0	0	0	0	1	0	0	0	0	0.00
46	Michael Mok	1	0	0	0	0	0	2	0	0	0.00
47	Nicol Bernhardt	0	1	0	0	0	0	0	0	0	0.00
48	Poppie Rodriguez	1	0	0	0	0	0	1	0	0	0.00
49	Richard Renteria	1	0	0	0	0	0	0	0	0	0.00
50	Travis Krepelka	0	1	0	0	0	0	1	0	0	0.00
51	BNI, Visitors	2	0	0	0	0	0	1	0	0	13715.09
	Total	43	8	0	0	1	16	16	0	20	240059.21

Silicon Valley BNI											
10/1/11											
12/16/11											
	Member Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Mary Blaser	7	1	0	0	2	14	5	1	0	246690.31
2	Patricia Del Gavio	8	0	0	0	2	19	8	2	3	99102.43
3	Lizbeth Rhodes	9	0	0	0	1	9	1	0	4	45840.75
4	Alicia Lucas	9	1	0	0	0	9	5	0	1	43744.00
5	Janet Bocek	7	2	0	0	1	10	10	0	1	41820.70
6	Michelle Rogers	7	0	0	0	3	14	3	0	7	37086.43
7	Bryant Busalacchi	10	0	0	0	0	8	2	0	8	20259.75
8	Peter Pazmany	10	0	0	0	0	15	7	0	2	16875.76
9	Simon Ilkhani	10	0	0	0	0	4	2	0	6	15687.32
10	David Joud	10	0	0	0	0	11	4	5	14	15033.82
11	Jan Fong	9	0	0	0	1	6	2	0	0	14314.83
12	John Jue	9	1	0	0	0	1	13	0	0	14294.00
13	Charmaine Tu	7	1	0	1	1	9	1	0	0	12431.66
14	Michael Prevot	9	1	0	0	0	14	28	0	7	11835.08
15	Stephanie Stafford	10	0	0	0	0	4	3	0	6	11326.60
16	Jeanne dePolo	9	0	0	0	1	4	3	0	2	9401.21
17	George Talbot	9	0	0	0	1	3	11	0	0	9275.01
18	Malika Junaid	7	1	0	0	2	11	3	2	2	9238.00
19	Candice Normoyle	9	1	0	0	0	14	7	0	0	8206.46
20	Warren McCord	9	1	0	0	0	7	3	0	13	7629.60
21	Krista Regedanz	9	1	0	0	0	8	1	0	4	7512.38
22	Jeannie Shea	7	2	0	0	1	1	3	0	1	6557.90
23	Ginny Hagopian	10	0	0	0	0	10	27	0	4	6509.00
24	Brett Macauley	8	0	0	0	2	8	2	0	4	6496.25
25	Angela Leung	9	0	0	0	1	7	13	0	0	6407.26
26	Doug Dixon	936,878	0	0	0	0	3	7	0	0	5345.20
27	Wayne Morgan	10	0	0	0	0	10	12	0	11	5256.17
28	Joe Khoei	8	2	0	0	0	15	15	0	16	4890.41
29	Ronald Leung	9	0	0	0	1	9	9	0	3	4392.82
30	Michael Mok	10	0	0	0	0	11	9	0	6	4043.00
31	Fred Wee	8	1	0	0	1	8	7	0	4	3983.00
32	Patricia Cunningham	10	0	0	0	0	12	1	1	6	3815.52
33	E.J. Hong	9	1	0	0	0	4	8	0	2	3270.00
34	Ingrid Mult	9	1	0	0	0	19	11	0	7	3016.00
35	Tracy Lauth	9	0	0	0	1	8	23	0	2	2929.67
36	K.C. Anderson	10	0	0	0	0	6	9	0	3	2710.82
37	Poppie Rodriguez	10	0	0	0	0	2	20	0	2	2526.18
38	Asen Angelov	10	0	0	0	0	6	12	0	0	2440.63
39	Nicol Bernhardt	8	1	1	0	0	11	3	0	2	2162.03
40	Stephen Pappas	8	2	0	0	0	1	6	0	7	1903.21
41	Steve Brauer	8	0	0	0	2	15	13	3	11	1810.00
42	Gary Laine	8	1	0	0	1	5	5	0	4	1550.00
43	Travis Krepelka	6	1	0	0	3	5	4	0	0	1510.00
44	E Inaz Masoom	9	1	0	0	0	6	12	0	4	1296.00
45	Stephanie Constantine	8	0	0	0	0	8	6	0	3	1064.32
46	Steve Ionis	7	0	0	0	1	1	3	0	3	959.33
47	Kellie Bloom	6	1	1	0	0	3	1	0	4	235.00
48	Richard Renteria	10	0	0	0	0	0	11	0	9	212.00
49	Dom Passanisi	10	0	0	0	0	4	8	0	0	187.00
50	Ron DeAngelis	1	1	0	0	1	0	1	0	0	171.00
51	Jon Simms	1	0	0	0	0	1	0	0	1	0.00
52	BNI, Visitors	20	0	0	0	0	2	12	1	0	151622.78
	Total	449	26	2	1	30	395	395	15	199	936878.60

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.



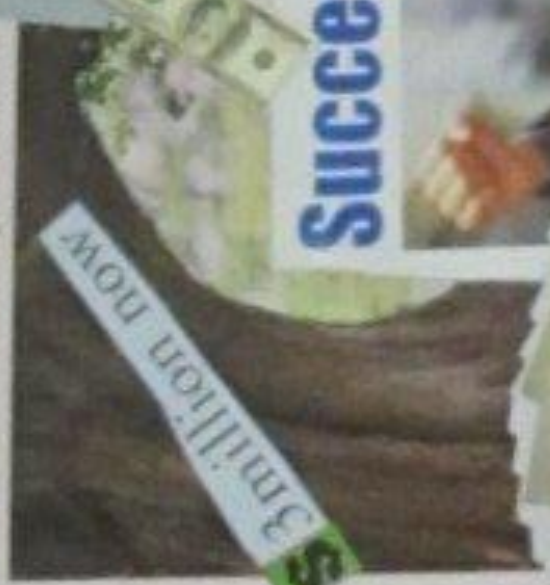
The big picture.

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 Partners
in Business



Attendance

President's Message
don't skip

WORTH THE EFFORT



YOU
STARTS
HERE

PLAYING
POWER