

# Weekly VP Report

Silicon Valley BNI

For meeting 9/1/2011

# Table of Contents

1. Presidents Message
2. Chapter Contacts
3. VP Report
4. Secretary Treasurer
5. Membership Committee
6. Educational Resources
7. Event Coordinators
8. Visitor Hosts
9. Member Announcements & Others

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

# Presidents Message

## Quote of the Week:

- ***"Do not take life too seriously. You will never get out of it alive."***

**Writer and Philosopher, Elbert Hubbard**

## □ Action Item of the Week:

- ***Your action for today is to make it a point to laugh at least a couple of times.***

# Chapter Contacts

## 2010-2011

### **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:**

- ▣ Doug Dixon: doug@dixonlending.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:**

- ▣ Patricia Cunningham: patricia@pccunningham.com

### **Membership Questions:**

- ▣ Patricia DelGavio : pat@delgaviogroup.com

# VP Report 2010-2011

	Weekly Goal	9/1/11	4/1-9/2/2011	10/1/10-9/2/2011	10/1/10 – 3/31/11	Annual Goal
<b>Closed Business</b>	\$60,000	\$48,578	\$1,153,812	\$3,024,058	\$1,870,245	\$3,000,000
<b>Referrals Passed</b>	60	37	823	1604	781	3,000
<b>One to ones</b>	30	10	427	878	451	1,250
<b>Visitors</b>	5	2	20	56	36	250
<b>Attendance</b>	95%	88%	87.02%	85.79%	84.53%	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 2010--2011

## Closed Business:

- ❑ **\$20,829 Lizbeth Rhodes**
- ❑ **\$3,010 Candice Normoyle**
- ❑ **\$2,451 Alicia Lucas**

## Referrals Given:

- ❑ **7 Referrals passed Patricia Del Gavio**
- ❑ **5 Referrals passed Steve Brauer**
  
- ❑ 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 + \$50,000 in order to reach our \$3,000,000 goal for this year.**

## Attendance/Visitor Policy:

- ❑ Each year is split into two terms:
  - Term 1: October – March 2011
  - Term 2: April – September 2011
- ❑ 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:**

- **9/8 Poppie Rodriguez & George Talbot**
- **9/15 Stephanie Stafford & Krista Regedanz**
- **9/22 Jeanne dePolo & Gary Laine**

## □ 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:**

- **Steve Brauer & Simon Ilkhani**
- 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](http://www.bnisfbay.com/calendar/index.php?act=calendar)

# Membership Committee

- **Renewals: Renewals effective September 1st, Due October 1<sup>st</sup>**
- Renewals approved: Travis Krepelka, James Stout & 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](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

- **Ed Moment – 9/1/11:**
- 
- In BNI, our referrals are built on relationships and trust. We get to know a little about each of us during our 25 second infomercials each week, but where we really learn “all we need to know” and to build trust, is in our 1-2-1’s. Here is our chance to find out about a member’s history, experience, family, values and goals.
- 
- This week, I’ve asked two of our members to share their experience of having 1-2-1’s and why it is so interesting and important.
- 
- Sharing from :
- Elnaz Masoon
- John Jue
- 
- THANK YOU to each of you for great stories and insights!

# Upcoming Events

## □ **BNI Announcements for 9/1/2011**

1. Big Thanks to our BNI BBQ Committee for all of your help! Poppie, Ginny, Elnaz, Alicia and Janet.
2. MSP is Monday, September 19<sup>th</sup>, go to [https://bnisfbay.com/msp\\_register.htm](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. Mandatory Leadership Training is on Tuesday, September 20<sup>th</sup> from 8am to 1pm for the incoming Leadership Team, but any member can attend for \$20. For additional registration information, go to:  
<http://www.bnisfbay.com/eventdetails.html?eventId=5205>

- Networking Meeting Center  
5201 Great America Parkway, #122  
Santa Clara, CA 95054

4. Happy Birthday to Bryant Busalacchi 9/4!

5. "The Chamber of Commerce Mountain View is looking for 1 area captain for the Art and Wine festival on Saturday Sept 10 from 12:30PM to 5:30PM. There are some perks to this position! Contact either David Joud or Katrina Apilado at the Chamber. Thank you!"

**Have an announcement to make?**

Member announcements available if received by 5pm on Tuesdays.

Silicon Valley BNI												
	9/1/11											
	<a href="#">Name</a>	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCE	
1	<b>Lizbeth Rhodes</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>1</b>	<b>20829</b>	
2	<b>Candice Normoyle</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>3010</b>	
3	<b>Alicia Lucas</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>2451</b>	
4	Michael Prevot	1	0	0	0	0	0	0	0	0	2178.00	
5	Angela Leung	0	0	0	0	1	0	4	0	0	1550.00	
6	Janet Bocek	1	0	0	0	0	0	0	0	0	1445.00	
7	Jan Fong	1	0	0	0	0	0	0	0	0	1329.00	
8	Michelle Rogers	1	0	0	0	0	0	0	0	0	1301.96	
9	E. J. Hong	1	0	0	0	0	1	0	0	0	1300.00	
10	David Joud	1	0	0	0	0	1	0	0	1	1053.15	
11	Ingrid Mult	1	0	0	0	0	0	1	0	0	934.72	
12	Ron DeAngelis	1	0	0	0	0	0	0	0	1	827.00	
13	Doug Dixon	1	0	0	0	0	1	0	0	0	769.00	
14	Charmaine Tu	1	0	0	0	0	3	1	0	0	750.00	
15	Mary Blaser	1	0	0	0	0	2	0	0	0	698.00	
16	Warren McCord	1	0	0	0	0	0	1	0	0	600.00	
17	Poppie Rodriguez	1	0	0	0	0	1	2	0	0	444.00	
18	Malika Junaid	1	0	0	0	0	2	1	0	0	427.00	
19	Jeannie Shea	1	0	0	0	0	1	0	0	0	402.00	
20	Wayne Morgan	1	0	0	0	0	0	2	0	1	350.00	
21	Stephanie Stafford	1	0	0	0	0	1	0	0	0	350.00	
22	George Talbot	1	0	0	0	0	0	3	0	0	350.00	
23	K.C. Anderson	0	0	0	0	1	0	0	0	0	350.00	
24	Krista Regedanz	0	1	0	0	0	0	0	0	0	350.00	
25	Stephen Pappas	0	1	0	0	0	0	2	0	0	350.00	
26	Peter Pazmany	1	0	0	0	0	3	0	0	0	320.00	
27	Patricia Del Gaudio	1	0	0	0	0	<b>7</b>	2	0	<b>2</b>	168.75	
28	Scott Safadi	1	0	0	0	0	1	0	0	0	75.00	
29	John Jue	1	0	0	0	0	0	0	0	0	75.00	
30	Ginny Hagopian	1	0	0	0	0	1	7	<b>1</b>	1	0.00	
31	Fred Wee	1	0	0	0	0	1	0	0	1	0.00	
32	Asen Angelov	1	0	0	0	0	0	1	0	1	0.00	
33	Bryant Busalacchi	1	0	0	0	0	0	0	0	1	0.00	
34	Steve Brauer	1	0	0	0	0	<b>5</b>	2	<b>1</b>	0	0.00	
35	Joe Khoei	1	0	0	0	0	1	0	0	0	0.00	
36	Nicol Bernhardt	1	0	0	0	0	1	0	0	0	0.00	
37	Patricia Cunningham	1	0	0	0	0	1	0	0	0	0.00	
38	Richard Renteria	1	0	0	0	0	1	1	0	0	0.00	
39	Brett Macauley	1	0	0	0	0	0	1	0	0	0.00	
40	Dom Passanisi	1	0	0	0	0	0	2	0	0	0.00	
41	Elnaz Masoom	0	1	0	0	0	0	0	0	0	0.00	
42	Gary Laine	1	0	0	0	0	0	1	0	0	0.00	
43	Jeanne dePolo	1	0	0	0	0	0	1	0	0	0.00	
44	Larry Fox	1	0	0	0	0	0	0	0	0	0.00	
45	Michael Mok	1	0	0	0	0	0	1	0	0	0.00	
46	Ronald Leung	1	0	0	0	0	0	0	0	0	0.00	
47	Simon Ilkhani	0	1	0	0	0	0	0	0	0	0.00	
48	Travis Krepelka	1	0	0	0	0	0	0	0	0	0.00	
49	Directors, Visitors	2	0	0	0	0	0	0	0	0	3540.00	
<b>Total</b>		<b>44</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>37</b>	<b>37</b>	<b>2</b>	<b>10</b>	<b>48577.58</b>	

Silicon Valley BNI											
4/1/11											
9/1/11											
	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Janet Bocek	16	3	0	0	2	13	11	0	2	120439.95
2	Michelle Rogers	15	1	0	0	5	8	9	1	12	68616.22
3	Lizbeth Rhodes	19	2	0	0	0	22	8	0	4	59958.63
4	E.J. Hong	17	3	0	0	1	13	14	0	2	48936.94
5	Michael Prevot	18	2	0	0	1	33	42	0	33	48157.92
6	Larry Fox	17	2	0	0	2	15	10	0	16	37197.94
7	Jan Fong	19	0	0	0	2	17	9	0	1	36958.17
8	Patricia Del Gavio	20	0	0	0	1	41	21	1	17	36469.75
9	Alicia Lucas	16	3	0	0	2	12	7	0	6	35836.00
10	Malika Junaid	16	0	0	0	5	23	8	2	7	29067.16
11	K.C. Anderson	20	0	0	0	1	11	22	0	14	28406.87
12	Angela Leung	18	1	0	0	2	24	42	0	5	27878.47
13	Jeanne dePolo	18	3	0	0	0	17	4	0	4	26099.37
14	Dom Passanisi	20	1	0	0	0	5	29	0	2	26063.30
15	Bryant Busalacchi	20	1	0	0	0	18	25	0	16	25515.06
16	Nicol Bernhardt	17	1	0	0	3	13	10	0	2	24512.51
17	Charmaine Tu	15	1	0	1	4	16	21	0	1	24502.61
18	Mary Blaser	19	1	0	0	1	36	14	0	2	23644.91
19	Doug Dixon	21	0	0	0	0	15	11	0	9	22549.85
20	Stephanie Stafford	19	2	0	0	0	10	9	0	5	20998.25
21	Travis Krepelka	19	2	0	0	0	10	7	0	0	18467.00
22	Melanie Hibbs	19	1	0	0	0	7	6	0	4	17065.15
23	David Joud	19	1	0	0	1	20	6	5	15	15486.58
24	Peter Pazmany	20	1	0	0	0	28	30	0	11	14724.63
25	George Talbot	21	0	0	0	0	19	35	0	3	13477.80
26	Ingrid Mult	17	1	2	0	1	36	26	0	6	12212.92
27	Krista Regedanz	19	1	1	0	0	14	6	0	17	12137.00
28	Candice Normoyle	16	0	0	0	5	26	7	2	3	11962.82
29	Danielle Terrazas	3	2	0	0	0	0	2	0	3	11915.00
30	Brett Macauley	19	0	0	0	2	9	16	0	8	11834.91
31	Michael Mok	20	1	0	0	0	14	17	0	2	10506.54
32	Joe Khoei	20	0	0	0	1	33	11	0	43	9097.90
33	Warren McCord	17	3	0	0	1	9	15	0	2	7464.69
34	Patricia Cunningham	19	1	0	0	1	22	5	1	11	7212.74
35	Wayne Morgan	18	0	0	0	3	19	45	0	30	6821.09
36	Ron DeAngelis	14	3	0	0	4	8	10	0	3	4704.91
37	Richard Renteria	18	0	0	0	1	10	27	0	9	4372.00
38	Stephen Pappas	16	2	0	0	3	5	8	0	7	3991.01
39	Asen Angelov	18	3	0	0	0	13	25	0	7	3989.52
40	Poppie Rodriguez	21	0	0	0	0	8	48	0	1	3827.45
41	Scott Safadi	19	0	0	0	2	19	4	0	7	3669.01
42	Gary Laine	18	1	0	0	2	7	5	0	3	3215.00
43	Fred Wee	20	1	0	0	0	26	15	0	17	3153.00
44	Ginny Hagopian	21	0	0	0	0	8	28	1	17	2521.60
45	Jeannie Shea	16	3	1	0	1	8	9	0	6	2510.97
46	Ronald Leung	20	1	0	0	0	22	15	0	4	2499.86
47	Robert Davis	8	2	0	0	0	4	7	0	0	2000.00
48	Frona Kahn	4	4	0	0	1	6	2	0	0	1503.00
49	Elnaz Masoom	11	1	0	0	0	11	11	1	12	1446.00
50	James Stout	17	2	0	0	1	8	9	0	4	1286.83
51	John Jue	21	0	0	0	0	11	21	0	4	752.50
52	Steve Brauer	9	0	0	0	1	13	5	1	6	566.68
53	Simon Ilkhani	3	1	0	0	0	2	1	0	1	100.00
54	Allison Stember	0	2	0	0	0	0	0	0	0	0.00
55	Saurabh Verma	0	2	0	0	0	0	0	0	0	0.00
56	Steve Sievers	0	2	0	0	0	0	0	0	0	0.00
57	Directors, Visitors	42	0	0	0	0	6	13	5	1	155506.46
	<b>Total</b>	<b>942</b>	<b>71</b>	<b>4</b>	<b>1</b>	<b>63</b>	<b>823</b>	<b>823</b>	<b>20</b>	<b>427</b>	<b>1153812.45</b>

	Silicon Valley BNI											
	10/1/10											
	9/1/11											
	<u>Name</u>	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB	
1	<b>Michael Prevot</b>	<b>40</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>69</b>	<b>89</b>	<b>2</b>	<b>80</b>	<b>285582.06</b>	
2	<b>Michelle Rogers</b>	<b>31</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>11</b>	<b>19</b>	<b>15</b>	<b>1</b>	<b>27</b>	<b>212815.2</b>	
3	<b>Janet Bocek</b>	<b>33</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>23</b>	<b>39</b>	<b>0</b>	<b>3</b>	<b>206097.92</b>	
4	Lizbeth Rhodes	40	2	0	0	2	38	16	0	12	139653.27	
5	Bryant Busalacchi	42	2	0	0	0	29	44	0	34	91249.90	
6	Malika Junaid	34	0	0	0	10	48	11	<b>5</b>	10	91105.10	
7	E.J. Hong	37	6	0	0	1	29	34	0	18	83959.73	
8	Mary Blaser	39	4	0	0	1	<b>72</b>	20	1	6	74001.41	
9	Stephen Pappas	36	5	0	0	3	13	13	1	9	71549.01	
10	Jan Fong	39	1	0	0	4	31	23	1	5	70401.96	
11	Patricia Del Gavio	41	0	0	0	3	<b>73</b>	34	<b>5</b>	27	65010.62	
12	Alicia Lucas	35	7	0	0	2	32	16	2	6	62138.00	
13	Nicol Bernhardt	37	4	0	0	3	25	24	0	4	60696.24	
14	Doug Dixon	41	2	0	0	1	25	35	0	15	56582.46	
15	Danielle Terrazas	21	6	0	0	1	11	28	0	14	55887.00	
16	Angela Leung	36	4	0	0	4	54	82	1	7	54734.81	
17	Jeanne dePolo	38	5	0	0	1	38	13	0	10	50584.06	
18	Melanie Hibbs	40	3	0	0	0	24	14	0	15	47203.28	
19	David Joud	41	1	0	0	2	31	11	<b>9</b>	42	45369.46	
20	Charmaine Tu	35	2	0	1	6	39	37	2	3	42899.40	
21	Robert Davis	28	5	0	0	0	22	29	3	3	41937.00	
22	K.C. Anderson	41	0	0	0	3	25	44	0	27	38286.87	
23	Larry Fox	23	2	0	0	2	18	10	0	21	37197.94	
24	Scott Safadi	39	0	0	0	5	39	7	0	9	36780.01	
25	Asen Angelov	37	5	0	0	2	27	43	0	13	34301.52	
26	George Talbot	40	3	0	0	1	31	63	0	6	33884.96	
27	Travis Krepelka	35	5	0	0	4	20	15	0	0	33722.00	
28	Peter Pazmany	42	2	0	0	0	48	62	0	23	33704.04	
29	Brett Macauley	38	0	0	0	6	26	24	1	16	31636.67	
30	Warren McCord	36	5	0	0	3	22	28	0	5	30240.69	
31	Stephanie Stafford	41	3	0	0	0	21	15	0	10	28962.04	
32	Candice Normoyle	34	0	0	0	10	57	19	2	4	27966.85	
33	Dom Passanisi	27	2	0	0	0	7	41	0	2	26063.30	
34	Ingrid Mult	37	3	2	0	2	49	53	0	17	25934.92	
35	Wayne Morgan	41	0	0	0	3	30	92	0	61	23659.09	
36	Michael Mok	40	1	2	0	1	33	30	0	9	21479.54	
37	John Jue	43	0	0	0	1	15	48	0	11	20140.50	
38	Krista Regedanz	40	2	1	0	1	24	13	0	38	19447.88	
39	Joe Khoei	40	1	1	0	2	59	20	1	53	17150.53	
40	Ronald Leung	41	3	0	0	0	38	26	0	10	16199.86	
41	Ron DeAngelis	30	4	0	0	10	19	12	0	4	14348.91	
42	Patricia	39	3	0	0	2	44	15	1	21	12749.85	
43	Jeannie Shea	33	6	1	0	4	19	15	1	11	10416.97	
44	Gary Laine	41	1	0	0	2	11	7	0	10	9552.00	
45	Poppie Rodriguez	44	0	0	0	0	12	95	0	5	8745.45	
46	Saurabh Verma	14	10	0	0	0	8	3	0	20	8177.00	
47	Ginny Hagopian	42	2	0	0	0	17	37	2	28	7199.60	
48	Frona Kahn	23	7	0	0	2	39	10	0	9	6128.79	
49	Richard Renteria	18	0	0	0	1	10	27	0	9	4372.00	
50	Fred Wee	32	2	0	0	0	33	22	0	31	3763.00	
51	James Stout	30	3	0	0	3	13	10	1	19	1698.83	
52	Elnaz Masoom	11	1	0	0	0	11	11	1	12	1446.00	
53	Steve Sievers	4	9	0	0	0	3	7	0	0	784.00	
54	Steve Brauer	9	0	0	0	1	13	5	1	6	566.68	
55	Kris McDonough	4	2	0	0	0	0	4	1	0	317.00	
56	Allison Stember	6	10	0	0	0	4	3	0	5	306.00	
57	Armando Palomar	2	3	1	0	0	2	4	0	0	140.00	
58	Simon Ilkhani	3	1	0	0	0	2	1	0	1	100.00	
59	Alice Locke Chezar	0	2	0	0	0	0	0	0	0	0.00	
60	Kathryn Pendleton	0	2	0	0	0	0	0	0	0	0.00	
61	Directors, Visitors	56	2	0	0	0	10	36	11	2	487028.78	
	<b>Total</b>	<b>1920</b>	<b>177</b>	<b>8</b>	<b>1</b>	<b>132</b>	<b>1604</b>	<b>1604</b>	<b>56</b>	<b>878</b>	<b>3024057.96</b>	

Making Inspiration Happen



1&1  
1,250

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

NEW BUSINESS

opportunities

3000  
BNF BUSINESS SLIP

Great Winners' 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-DO'S INTO TODAY'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



Attendance

President's Message  
don't skip

WORTH THE EFFORT



YOU STARTS HERE

STAYING POWER

Join In

Expanded Your Network  
Share Your Passion

PLEASE ADVISE US  
INTRODUCE MYSELF

the way of 10