

Weekly VP Report

Silicon Valley BNI

For meeting 8/11/2011

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

Presidents Message

Quote of the Week:

- ***"The sky is filled with stars, invisible by day."***
**Poet and Educator, Henry Wadsworth
Longfellow**

Action Item of the Week:

- ***Your action for today is to think of three things you understand today that you were incapable of understanding ten years ago.***

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	8/11/11	4/1-9/30/2011	10/1/10-9/30/2011	10/1/10 – 3/31/11	Annual Goal
Closed Business	\$60,000	\$69,306	\$1,007,767	\$2,878,012	\$1,870,245	\$3,000,000
Referrals Passed	60	49	686	1467	781	3,000
One to ones	30	27	373	824	451	1,250
Visitors	5	0	17	53	36	250
Attendance	95%	84.31%	86.70%	85.45%	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:

- **\$16,112 Michael Prevot**
- **\$8,342 Jan Fong**
- **\$7,847 Dom Passanisi**

Referrals Given:

- **4 Referrals passed Patricia Del Gavio, 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 + \$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

Secretary/Treasurer

□ **Speaker Rotation:**

- **8/18 James Stout & Fred Wee**
- **8/25 Elnaz Masoon & Steve Pappas**
- **9/1 Steve Bauer & Liz Rhodes**
- **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

Members needing to attend MSP:

□ **Rich Renteria**

□ **Steve Brauer**

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 July 1st, Due June 1st**
- Renewals for Nicol Bernhardt and David Joud have been approved.
- **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 membershipsvbni@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

- **Ed Moment – 8/4/11: Minimum and Target Closed Business Referred**
- Our chapter is an amazing one. To date this year, we have over \$2,600,000 in closed business.
- This week, we are going to review our minimum requirements for referred business – for first year members, and then all following years, and more important, what our targets are for each of us so that we reach our goal of \$3,000,000 for the year.
- Remember that we break our year into two 6-month terms – October – March and April – September.
- The MINIMUM requirements:
- First year member:
- First 6 month term (or portion thereof): \$1,000
- 2nd 6 month term: \$3,000
- Members after their first year:
- Each term: \$3,000
- Total for year: \$6,000
- Question: If a member has \$6,000. referred business during the first term, how much do they have to generate during the 2nd term?? The answer is still \$3,000. for that 2nd term.
- Now, for anyone who is good at math, it's clear that if each brings in their minimums, we would not get to our goal of \$3,000,000.
- Thus, our TARGET GOAL FOR EACH MEMBER IS: \$50,000+ for the year.
- ***THIS will get us to our \$3,000,000 goal for the year!***
- Please look at the two sheets being passed around to see where you stand –
- The Yellow sheet is year to date. We are 10 months into the year, so you have 2 more months to make your target of \$50K
- The Green sheet is term to date. We are 4 months into the term, so you have 2 more months to make your target of \$25K for the term.
- We can do it!

Upcoming Events

□ **BNI Announcements for 8/11/2011**

□ **Is BNI a gym membership?**

- Why did we all join BNI? To invest in a system that will help you grow your business by gaining quality business referrals.
- Do you expect Results? Of course.
- Let's look at another scenario, say you join a gym for 12 months to get fit, loose weight and get healthy. Would you agree that do you need to:
 - Attend Regularly
 - Use the equipment properly and follow the training of the instructors, coaches, personal trainers
 - Watch your diet away from the gym.
- Now, let's say you don't do one or more of these things? Would you expect to get the results that you joined the gym for in the first place? Of course not.
- For BNI to work for your business, you need the same commitment, and this starts with getting the basics right, just like at the gym.
- Attend Regularly: Turn up each week and on time.
- Use the equipment properly and follow the training of the instructors: Use all of the available BNI Tools & Equipment properly, go to MSP, be on the leadership team and get the leadership team training, use the education library.
- Watch your diet away from the gym: Work on BNI outside the meeting by taking time to find referrals, guests and do One 2 Ones with other members.
- With these basic practices in place you can build a foundation to successfully work the BNI program you have invested in.

Have an announcement to make?

Member announcements available if received by 5pm on Tuesdays.

	Silicon Valley BNI										
#	8/11/11										
	<u>Name</u>	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Michael Prevot	1	0	0	0	0	1	2	0	2	16113.91
2	Jan Fong	0	0	0	0	1	0	0	0	0	8342
3	Dom Passanisi	1	0	0	0	0	1	2	0	0	7847
4	Patricia Del Gavio	1	0	0	0	0	4	1	0	0	6134.00
5	Michael Mok	1	0	0	0	0	1	2	0	0	3300.00
6	Michelle Rogers	0	0	0	0	1	0	2	0	0	2059.74
7	Asen Angelov	1	0	0	0	0	2	0	0	1	1971.00
8	Ingrid Mult	1	0	0	0	0	2	2	0	0	1592.00
9	Bryant Busalacchi	1	0	0	0	0	1	1	0	2	1500.00
10	Peter Pazmany	1	0	0	0	0	2	4	0	0	1285.48
11	Charmaine Tu	1	0	0	0	0	0	2	0	0	1060.00
12	Angela Leung	1	0	0	0	0	3	2	0	0	980.18
13	Patricia Cunningham	1	0	0	0	0	3	1	0	0	820.00
14	K.C. Anderson	1	0	0	0	0	0	1	0	3	805.00
15	Doug Dixon	1	0	0	0	0	1	0	0	0	759.00
16	Alicia Lucas	1	0	0	0	0	0	1	0	2	679.18
17	Larry Fox	1	0	0	0	0	0	1	0	0	650.00
18	Stephanie Stafford	1	0	0	0	0	0	2	0	1	645.00
19	Malika Junaid	0	0	0	0	1	2	0	0	0	627.00
20	Krista Regedanz	1	0	0	0	0	0	1	0	2	605.00
21	George Talbot	1	0	0	0	0	2	1	0	1	560.00
22	Mary Blaser	1	0	0	0	0	4	0	0	0	537.00
23	John Jue	1	0	0	0	0	0	2	0	3	472.50
24	Wayne Morgan	1	0	0	0	0	0	1	0	2	460.00
25	David Joud	1	0	0	0	0	0	0	0	0	460.00
26	Stephen Pappas	0	1	0	0	0	0	0	0	0	460.00
27	Jeannie Shea	1	0	0	0	0	1	2	0	0	375.22
28	Ronald Leung	1	0	0	0	0	2	2	0	0	267.22
29	James Stout	1	0	0	0	0	3	2	0	0	216.00
30	Joe Khoei	1	0	0	0	0	1	1	0	1	185.00
31	Fred Wee	1	0	0	0	0	1	1	0	2	163.00
32	Jeanne dePolo	1	0	0	0	0	2	0	0	1	100.00
33	Lizbeth Rhodes	0	1	0	0	0	0	1	0	0	90.00
34	Ginny Hagopian	1	0	0	0	0	1	0	0	0	50.00
35	Steve Brauer	1	0	0	0	0	2	0	0	3	0.00
36	Scott Safadi	1	0	0	0	0	2	0	0	1	0.00
37	Ron DeAngelis	1	0	0	0	0	2	0	0	0	0.00
38	Brett Macauley	1	0	0	0	0	1	1	0	0	0.00
39	Elnaz Masoom	1	0	0	0	0	1	1	0	0	0.00
40	Richard Renteria	1	0	0	0	0	1	3	0	0	0.00
41	Candice Normoyle	0	0	0	0	1	0	0	0	0	0.00
42	E.J. Hong	1	0	0	0	0	0	1	0	0	0.00
43	Gary Laine	1	0	0	0	0	0	1	0	0	0.00
44	Janet Bocek	0	1	0	0	0	0	0	0	0	0.00
45	Melanie Hibbs	1	0	0	0	0	0	0	0	0	0.00
46	Nicol Bernhardt	0	0	0	0	1	0	1	0	0	0.00
47	Poppie Rodriguez	1	0	0	0	0	0	1	0	0	0.00
48	Travis Krepelka	1	0	0	0	0	0	0	0	0	0.00
49	Warren McCord	1	0	0	0	0	0	0	0	0	0.00
50	Directors, Visitors	2	0	0	0	0	0	0	0	0	7134.32
	Total	43	3	0	0	5	49	49	0	27	69305.75

Silicon Valley BNI											
	4/1/11										
	8/11/11										
#	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Janet Bocek	14	2	0	0	2	12	11	0	2	112076.95
2	Michelle Rogers	13	1	0	0	4	8	8	1	12	51077.31
3	E.J. Hong	14	3	0	0	1	11	14	0	2	45946.94
4	Michael Prevot	15	2	0	0	1	28	39	0	30	39664.67
5	Lizbeth Rhodes	16	2	0	0	0	20	7	0	2	38754.63
6	Jan Fong	16	0	0	0	2	17	9	0	1	35324.17
7	Alicia Lucas	13	3	0	0	2	11	6	0	6	33285.00
8	Patricia Del Gavio	17	0	0	0	1	29	17	1	12	30765.00
9	Malika Junaid	14	0	0	0	4	20	7	2	7	28640.16
10	K.C. Anderson	18	0	0	0	0	9	21	0	12	27672.87
11	Dom Passanisi	18	0	0	0	0	5	26	0	2	25980.00
12	Bryant Busalacchi	18	0	0	0	0	17	22	0	14	25415.06
13	Angela Leung	16	1	0	0	1	22	30	0	5	25072.21
14	Nicol Bernhardt	14	1	0	0	3	11	8	0	2	24512.51
15	Jeanne dePolo	14	4	0	0	0	14	3	0	4	24449.37
16	Charmaine Tu	12	1	0	1	4	12	14	0	1	22777.61
17	Mary Blaser	16	1	0	0	1	30	12	0	2	22674.91
18	Larry Fox	14	2	0	0	2	14	10	0	15	20522.94
19	Stephanie Stafford	16	2	0	0	0	8	9	0	5	20217.00
20	Doug Dixon	18	0	0	0	0	14	9	0	9	17125.85
21	Melanie Hibbs	18	0	0	0	0	7	6	0	4	17065.15
22	Travis Krepelka	17	1	0	0	0	8	7	0	0	15467.00
23	David Joud	16	1	0	0	1	18	4	4	13	14271.43
24	Peter Pazmany	17	1	0	0	0	21	28	0	9	13638.23
25	Danielle Terrazas	3	2	0	0	0	0	2	0	3	11915.00
26	George Talbot	18	0	0	0	0	18	28	0	3	11914.80
27	Krista Regedanz	17	0	1	0	0	12	6	0	16	11787.00
28	Brett Macauley	16	0	0	0	2	9	11	0	7	11684.91
29	Ingrid Mult	14	1	2	0	1	25	22	0	5	10788.20
30	Michael Mok	17	1	0	0	0	12	15	0	2	9646.54
31	Candice Normoyle	13	0	0	0	5	21	7	2	3	8852.82
32	Joe Khoei	17	0	0	0	1	25	10	0	40	8636.64
33	Warren McCord	14	3	0	0	1	9	12	0	2	6264.69
34	Patricia Cunningham	16	1	0	0	1	19	5	1	8	5132.74
35	Wayne Morgan	15	0	0	0	3	12	37	0	27	4679.77
36	Richard Renteria	15	0	0	0	1	8	21	0	8	4102.00
37	Asen Angelov	15	3	0	0	0	11	23	0	3	3989.52
38	Stephen Pappas	14	1	0	0	3	3	5	0	6	3641.01
39	Ron DeAngelis	11	3	0	0	4	8	7	0	1	3566.91
40	Gary Laine	15	1	0	0	2	6	3	0	3	3215.00
41	Scott Safadi	16	0	0	0	2	16	2	0	6	3164.00
42	Fred Wee	18	0	0	0	0	24	13	0	16	3153.00
43	Poppie Rodriguez	18	0	0	0	0	6	42	0	0	3014.45
44	Ronald Leung	17	1	0	0	0	19	12	0	2	2273.77
45	Jeannie Shea	13	3	1	0	1	6	9	0	4	2108.97
46	Robert Davis	8	2	0	0	0	4	7	0	0	2000.00
47	Ginny Hagopian	18	0	0	0	0	7	13	0	14	1996.00
48	Frona Kahn	4	4	0	0	1	6	2	0	0	1503.00
49	Elnaz Masoom	9	0	0	0	0	8	8	1	9	798.00
50	James Stout	16	1	0	0	1	5	8	0	4	526.83
51	John Jue	18	0	0	0	0	9	17	0	4	502.50
52	Steve Brauer	7	0	0	0	0	6	0	0	5	300.00
53	Allison Stember	0	2	0	0	0	0	0	0	0	0.00
54	Saurabh Verma	0	2	0	0	0	0	0	0	0	0.00
55	Steve Sievers	0	2	0	0	0	0	0	0	0	0.00
56	Directors, Visitors	36	0	0	0	0	6	12	5	1	134211.46
	Total	802	61	4	1	58	686	686	17	373	1007766.5

Silicon Valley BNI											
	10/1/10										
	8/11/11										
	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Michael Prevot	37	3	0	0	1	64	86	2	77	277088.81
2	Janet Bocek	31	5	0	0	5	22	39	0	3	197734.92
3	Michelle Rogers	29	2	0	0	10	19	14	1	27	195276.29
4	Lizbeth Rhodes	37	2	0	0	2	36	15	0	10	118449.27
5	Bryant Busalacchi	40	1	0	0	0	28	41	0	32	91149.90
6	Malika Junaid	32	0	0	0	9	45	10	5	10	90678.10
7	E.J. Hong	34	6	0	0	1	27	34	0	18	80969.73
8	Mary Blaser	36	4	0	0	1	66	18	1	6	73031.41
9	Stephen Pappas	34	4	0	0	3	11	10	1	8	71199.01
10	Jan Fong	36	1	0	0	4	31	23	1	5	68767.96
11	Nicol Bernhardt	34	4	0	0	3	23	22	0	4	60696.24
12	Alicia Lucas	32	7	0	0	2	31	15	2	6	59587.00
13	Patricia Del Gavio	38	0	0	0	3	61	30	5	22	59305.87
14	Danielle Terrazas	21	6	0	0	1	11	28	0	14	55887.00
15	Angela Leung	34	4	0	0	3	52	70	1	7	51928.55
16	Doug Dixon	38	2	0	0	1	24	33	0	15	51158.46
17	Jeanne dePolo	34	6	0	0	1	35	12	0	10	48934.06
18	Melanie Hibbs	39	2	0	0	0	24	14	0	15	47203.28
19	David Joud	38	1	0	0	2	29	9	8	40	44154.31
20	Robert Davis	28	5	0	0	0	22	29	3	3	41937.00
21	Charmaine Tu	32	2	0	1	6	35	30	2	3	41174.40
22	K.C. Anderson	39	0	0	0	2	23	43	0	25	37552.87
23	Scott Safadi	36	0	0	0	5	36	5	0	8	36275.00
24	Asen Angelov	34	5	0	0	2	25	41	0	9	34301.52
25	Peter Pazmany	39	2	0	0	0	41	60	0	21	32617.64
26	George Talbot	37	3	0	0	1	30	56	0	6	32321.96
27	Brett Macauley	35	0	0	0	6	26	19	1	15	31486.67
28	Travis Krepelka	33	4	0	0	4	18	15	0	0	30722.00
29	Warren McCord	33	5	0	0	3	22	25	0	5	29040.69
30	Stephanie Stafford	38	3	0	0	0	19	15	0	10	28180.79
31	Dom Passanisi	25	1	0	0	0	7	38	0	2	25980.00
32	Candice Normoyle	31	0	0	0	10	52	19	2	4	24856.85
33	Ingrid Mult	34	3	2	0	2	38	49	0	16	24510.20
34	Wayne Morgan	38	0	0	0	3	23	84	0	58	21517.77
35	Michael Mok	37	1	2	0	1	31	28	0	9	20619.54
36	Larry Fox	20	2	0	0	2	17	10	0	20	20522.94
37	John Jue	40	0	0	0	1	13	44	0	11	19890.50
38	Krista Regedanz	38	1	1	0	1	22	13	0	37	19097.88
39	Joe Khoei	37	1	1	0	2	51	19	1	50	16689.27
40	Ronald Leung	38	3	0	0	0	35	23	0	8	15973.77
41	Ron DeAngelis	27	4	0	0	10	19	9	0	2	13210.91
42	Patricia	36	3	0	0	2	41	15	1	18	10669.85
43	Jeannie Shea	30	6	1	0	4	17	15	1	9	10014.97
44	Gary Laine	38	1	0	0	2	10	5	0	10	9552.00
45	Saurabh Verma	14	10	0	0	0	8	3	0	20	8177.00
46	Poppie Rodriguez	41	0	0	0	0	10	89	0	4	7932.45
47	Ginny Hagopian	39	2	0	0	0	16	22	1	25	6674.00
48	Frona Kahn	23	7	0	0	2	39	10	0	9	6128.79
49	Richard Renteria	15	0	0	0	1	8	21	0	8	4102.00
50	Fred Wee	30	1	0	0	0	31	20	0	30	3763.00
51	James Stout	29	2	0	0	3	10	9	1	19	938.83
52	Elnaz Masoom	9	0	0	0	0	8	8	1	9	798.00
53	Steve Sievers	4	9	0	0	0	3	7	0	0	784.00
54	Kris McDonough	4	2	0	0	0	0	4	1	0	317.00
55	Allison Stember	6	10	0	0	0	4	3	0	5	306.00
56	Steve Brauer	7	0	0	0	0	6	0	0	5	300.00
57	Armando Palomar	2	3	1	0	0	2	4	0	0	140.00
58	Alice Locke Chezar	0	2	0	0	0	0	0	0	0	0.00
59	Kathryn Pendleton	0	2	0	0	0	0	0	0	0	0.00
60	Directors, Visitors	50	2	0	0	0	10	35	11	2	465733.78
	Total	1780	167	8	1	127	1467	1467	53	824	2878012.01

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