

Weekly VP Report

Silicon Valley BNI

For meeting 8/25/2011

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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 past should be a springboard not a hammock."***

Satirist, Ivern Ball

□ Action Item of the Week:

- ***Your action for today is to see if you've been resting on your laurels. If so, get moving.***

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	8/25/11	4/1-9/30/2011	10/1/10-9/30/2011	10/1/10 – 3/31/11	Annual Goal
Closed Business	\$60,000	\$40,930	\$1,105,235	\$2,975,480	\$1,870,245	\$3,000,000
Referrals Passed	60	54	786	1567	781	3,000
One to ones	30	22	415	866	451	1,250
Visitors	5	3	20	56	36	250
Attendance	95%	86.54%	87.07%	85.69%	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:

- **\$16,675 Larry Fox**
- **\$5,404 Michael Prevot**
- **\$5,336 Patricia Del Gavio**

Referrals Given:

- **7 Referrals passed Ingrid Mult & Wayne Morgan**

- 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:**

- 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:

- 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

Membership Committee

- **Renewals: Renewals effective September 1st, Due October 1st**
- 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 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 – 8/25/11: All you need to know you learn in a “1-2-1” – Members’ Experiences**
-
- 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 8/25/2011**
-
- Our Annual BNI BBQ has been set for Sunday, August 28th at Rengstorff Park in Mountain View from 12-2:30pm. For additional details and directions, please check the Evite.
-
- MSP is Monday, September 19th, go to 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
- Mandatory Leadership Training is on Tuesday, September 20th from 8am to 1pm for the incoming Leadership Team. Please talk to Liz if you need to sign up.
-
- Networking Meeting Center
5201 Great America Parkway, #122
Santa Clara, CA 95054

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

Silicon Valley BNI												
	8/25/11											
#	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB	
1	Larry Fox	1	0	0	0	0	1	0	0	1	16675	
2	Michael Prevot	1	0	0	0	0	3	2	2	0	5404.25	
3	Patricia Del Gavio	1	0	0	0	0	1	1	0	2	5336	
4	Patricia Cunningham	1	0	0	0	0	1	0	0	2	1960.00	
5	Jeanne dePolo	1	0	0	0	0	2	0	0	0	1650.00	
6	Angela Leung	1	0	0	0	0	1	5	0	0	1256.26	
7	Michelle Rogers	0	0	0	0	1	0	1	0	0	1136.95	
8	Janet Bocek	1	0	0	0	0	1	0	0	0	918.00	
9	George Talbot	1	0	0	0	0	0	3	0	0	750.00	
10	Michael Mok	1	0	0	0	0	0	1	0	0	700.00	
11	Ginny Hagopian	1	0	0	0	0	0	2	0	1	525.60	
12	Peter Pazmany	1	0	0	0	0	3	1	0	1	511.40	
13	Doug Dixon	1	0	0	0	0	0	0	0	0	455.00	
14	Elnaz Masoom	1	0	0	0	0	0	2	0	2	369.00	
15	Poppie Rodriguez	1	0	0	0	0	0	3	0	0	369.00	
16	Steve Brauer	0	0	0	0	1	0	2	0	0	266.68	
17	Joe Khoei	1	0	0	0	0	4	1	0	2	261.26	
18	Charmaine Tu	1	0	0	0	0	1	5	0	0	250.00	
19	Stephanie Stafford	1	0	0	0	0	0	0	0	0	231.25	
20	Ronald Leung	1	0	0	0	0	1	1	0	1	226.09	
21	James Stout	0	1	0	0	0	0	1	0	0	160.00	
22	Ingrid Mult	1	0	0	0	0	7	2	0	1	150.00	
23	Jan Fong	1	0	0	0	0	0	0	0	0	145.00	
24	Candice Normoyle	1	0	0	0	0	2	0	0	0	100.00	
25	E.J. Hong	1	0	0	0	0	1	0	0	0	100.00	
26	Dom Passanisi	0	1	0	0	0	0	1	0	0	83.30	
27	Scott Safadi	1	0	0	0	0	1	0	0	0	30.01	
28	Asen Angelov	1	0	0	0	0	1	1	0	2	0.00	
29	K.C. Anderson	1	0	0	0	0	1	1	0	2	0.00	
30	Wayne Morgan	1	0	0	0	0	7	2	0	1	0.00	
31	Bryant Busalacchi	1	0	0	0	0	1	2	0	1	0.00	
32	Jeannie Shea	1	0	0	0	0	1	0	0	1	0.00	
33	Simon Ilkhani	1	0	0	0	0	1	0	0	1	0.00	
34	Ron DeAngelis	1	0	0	0	0	0	0	0	1	0.00	
35	David Joud	1	0	0	0	0	1	0	1	0	0.00	
36	John Jue	1	0	0	0	0	2	3	0	0	0.00	
37	Krista Regedanz	1	0	0	0	0	2	0	0	0	0.00	
38	Alicia Lucas	1	0	0	0	0	1	0	0	0	0.00	
39	Gary Laine	1	0	0	0	0	1	0	0	0	0.00	
40	Malika Junaid	1	0	0	0	0	1	0	0	0	0.00	
41	Mary Blaser	1	0	0	0	0	1	2	0	0	0.00	
42	Nicol Bernhardt	1	0	0	0	0	1	1	0	0	0.00	
43	Richard Renteria	1	0	0	0	0	1	3	0	0	0.00	
44	Stephen Pappas	1	0	0	0	0	1	1	0	0	0.00	
45	Brett Macauley	1	0	0	0	0	0	1	0	0	0.00	
46	Fred Wee	0	1	0	0	0	0	1	0	0	0.00	
47	Lizbeth Rhodes	1	0	0	0	0	0	0	0	0	0.00	
48	Melanie Hibbs	0	1	0	0	0	0	0	0	0	0.00	
49	Travis Krepelka	0	1	0	0	0	0	0	0	0	0.00	
50	Warren McCord	1	0	0	0	0	0	1	0	0	0.00	
51	Directors, Visitors	2	0	0	0	0	0	1	0	0	910.00	
Total		45	5	0	0	2	54	54	3	22	40930.05	

Silicon Valley BNI												
	4/1/11											
	8/25/11											
#	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB	
1	Janet Bocek	15	3	0	0	2	13	11	0	2	118995	
2	Michelle Rogers	14	1	0	0	5	8	9	1	12	67314.26	
3	E.J. Hong	16	3	0	0	1	12	14	0	2	47636.94	
4	Michael Prevot	17	2	0	0	1	33	42	2	31	45979.92	
5	Lizbeth Rhodes	18	2	0	0	0	21	8	0	3	39129.63	
6	Larry Fox	16	2	0	0	2	15	10	0	16	37197.94	
7	Patricia Del Gavio	19	0	0	0	1	34	19	1	15	36301.00	
8	Jan Fong	18	0	0	0	2	17	9	0	1	35629.17	
9	Alicia Lucas	15	3	0	0	2	12	6	0	6	33385.00	
10	Malika Junaid	15	0	0	0	5	21	7	2	7	28640.16	
11	K.C. Anderson	20	0	0	0	0	11	22	0	14	28056.87	
12	Angela Leung	18	1	0	0	1	24	38	0	5	26328.47	
13	Jeanne dePolo	16	4	0	0	0	17	3	0	4	26099.37	
14	Dom Passanisi	19	1	0	0	0	5	27	0	2	26063.30	
15	Bryant Busalacchi	19	1	0	0	0	18	25	0	15	25515.06	
16	Nicol Bernhardt	16	1	0	0	3	12	10	0	2	24512.51	
17	Charmaine Tu	14	1	0	1	4	13	20	0	1	23752.61	
18	Mary Blaser	18	1	0	0	1	34	14	0	2	22946.91	
19	Doug Dixon	20	0	0	0	0	14	11	0	9	21780.85	
20	Stephanie Stafford	18	2	0	0	0	9	9	0	5	20648.25	
21	Travis Krepelka	18	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	18	1	0	0	1	19	6	5	14	14433.43	
24	Peter Pazmany	19	1	0	0	0	25	30	0	11	14404.63	
25	George Talbot	20	0	0	0	0	19	32	0	3	13127.80	
26	Danielle Terrazas	3	2	0	0	0	0	2	0	3	11915.00	
27	Brett Macauley	18	0	0	0	2	9	15	0	8	11834.91	
28	Krista Regedanz	19	0	1	0	0	14	6	0	17	11787.00	
29	Ingrid Mult	16	1	2	0	1	36	25	0	6	11278.20	
30	Michael Mok	19	1	0	0	0	14	16	0	2	10506.54	
31	Joe Khoei	19	0	0	0	1	32	11	0	43	9097.90	
32	Candice Normoyle	15	0	0	0	5	25	7	2	3	8952.82	
33	Patricia Cunningham	18	1	0	0	1	21	5	1	11	7212.74	
34	Warren McCord	16	3	0	0	1	9	14	0	2	6864.69	
35	Wayne Morgan	17	0	0	0	3	19	43	0	29	6471.09	
36	Richard Renteria	17	0	0	0	1	9	26	0	9	4372.00	
37	Asen Angelov	17	3	0	0	0	13	24	0	6	3989.52	
38	Ron DeAngelis	13	3	0	0	4	8	10	0	2	3877.91	
39	Stephen Pappas	16	1	0	0	3	5	6	0	7	3641.01	
40	Scott Safadi	18	0	0	0	2	18	4	0	7	3594.01	
41	Poppie Rodriguez	20	0	0	0	0	7	46	0	1	3383.45	
42	Gary Laine	17	1	0	0	2	7	4	0	3	3215.00	
43	Fred Wee	19	1	0	0	0	25	15	0	16	3153.00	
44	Ginny Hagopian	20	0	0	0	0	7	21	0	16	2521.60	
45	Ronald Leung	19	1	0	0	0	22	15	0	4	2499.86	
46	Jeannie Shea	15	3	1	0	1	7	9	0	6	2108.97	
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	0	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	20	0	0	0	0	11	21	0	4	677.50	
52	Steve Brauer	8	0	0	0	1	8	3	0	6	566.68	
53	Simon Ilkhani	2	0	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	40	0	0	0	0	6	13	5	1	151966.46	
	Total	896	68	4	1	61	786	786	20	415	1105234.87	

Silicon Valley BNI												
	10/1/10											
	8/25/11											
	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB	
1	Michael Prevot	39	3	0	0	1	69	89	4	78	283404.06	
2	Michelle Rogers	30	2	0	0	11	19	15	1	27	211513.24	
3	Janet Bocek	32	6	0	0	5	23	39	0	3	204652.92	
4	Lizbeth Rhodes	39	2	0	0	2	37	16	0	11	118824.27	
5	Bryant Busalacchi	41	2	0	0	0	29	44	0	33	91249.90	
6	Malika Junaid	33	0	0	0	10	46	10	5	10	90678.10	
7	E.J. Hong	36	6	0	0	1	28	34	0	18	82659.73	
8	Mary Blaser	38	4	0	0	1	70	20	1	6	73303.41	
9	Stephen Pappas	36	4	0	0	3	13	11	1	9	71199.01	
10	Jan Fong	38	1	0	0	4	31	23	1	5	69072.96	
11	Patricia Del Gavio	40	0	0	0	3	66	32	5	25	64841.87	
12	Nicol Bernhardt	36	4	0	0	3	24	24	0	4	60696.24	
13	Alicia Lucas	34	7	0	0	2	32	15	2	6	59687.00	
14	Danielle Terrazas	21	6	0	0	1	11	28	0	14	55887.00	
15	Doug Dixon	40	2	0	0	1	24	35	0	15	55813.46	
16	Angela Leung	36	4	0	0	3	54	78	1	7	53184.81	
17	Jeanne dePolo	36	6	0	0	1	38	12	0	10	50584.06	
18	Melanie Hibbs	40	3	0	0	0	24	14	0	15	47203.28	
19	David Joud	40	1	0	0	2	30	11	9	41	44316.31	
20	Charmaine Tu	34	2	0	1	6	36	36	2	3	42149.40	
21	Robert Davis	28	5	0	0	0	22	29	3	3	41937.00	
22	K.C. Anderson	41	0	0	0	2	25	44	0	27	37936.87	
23	Larry Fox	22	2	0	0	2	18	10	0	21	37197.94	
24	Scott Safadi	38	0	0	0	5	38	7	0	9	36705.01	
25	Asen Angelov	36	5	0	0	2	27	42	0	12	34301.52	
26	Travis Krepelka	34	5	0	0	4	20	15	0	0	33722.00	
27	George Talbot	39	3	0	0	1	31	60	0	6	33534.96	
28	Peter Pazmany	41	2	0	0	0	45	62	0	23	33384.04	
29	Brett Macauley	37	0	0	0	6	26	23	1	16	31636.67	
30	Warren McCord	35	5	0	0	3	22	27	0	5	29640.69	
31	Stephanie Stafford	40	3	0	0	0	20	15	0	10	28612.04	
32	Dom Passanisi	26	2	0	0	0	7	39	0	2	26063.30	
33	Ingrid Mult	36	3	2	0	2	49	52	0	17	25000.20	
34	Candice Normoyle	33	0	0	0	10	56	19	2	4	24956.85	
35	Wayne Morgan	40	0	0	0	3	30	90	0	60	23309.09	
36	Michael Mok	39	1	2	0	1	33	29	0	9	21479.54	
37	John Jue	42	0	0	0	1	15	48	0	11	20065.50	
38	Krista Regedanz	40	1	1	0	1	24	13	0	38	19097.88	
39	Joe Khoei	39	1	1	0	2	58	20	1	53	17150.53	
40	Ronald Leung	40	3	0	0	0	38	26	0	10	16199.86	
41	Ron DeAngelis	29	4	0	0	10	19	12	0	3	13521.91	
42	Patricia	38	3	0	0	2	43	15	1	21	12749.85	
43	Jeannie Shea	32	6	1	0	4	18	15	1	11	10014.97	
44	Gary Laine	40	1	0	0	2	11	6	0	10	9552.00	
45	Poppie Rodriguez	43	0	0	0	0	11	93	0	5	8301.45	
46	Saurabh Verma	14	10	0	0	0	8	3	0	20	8177.00	
47	Ginny Hagopian	41	2	0	0	0	16	30	1	27	7199.60	
48	Frona Kahn	23	7	0	0	2	39	10	0	9	6128.79	
49	Richard Renteria	17	0	0	0	1	9	26	0	9	4372.00	
50	Fred Wee	31	2	0	0	0	32	22	0	30	3763.00	
51	James Stout	30	3	0	0	3	13	10	1	19	1698.83	
52	Elnaz Masoom	11	0	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	8	0	0	0	1	8	3	0	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	2	0	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	54	2	0	0	0	10	36	11	2	483488.78	
	Total	1874	174	8	1	130	1567	1567	56	866	2975480.38	

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