

Weekly VP Report

Silicon Valley BNI

For meeting 5/6/2010

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

Presidents Message

Quote of the Week:

“Appreciation can make a day--even change a life, your willingness to put it into words is all that is necessary.”

- Writer, Margaret Cousins

Action of the Week:

Your action for this week is to show appreciation for your referrals.

VP Report

	5/6/2010	Weekly Goal	4/1-5/6 2010	10/1/09 – 4/29/10	Annual Goal
Closed Business	\$49,982	\$50,000	\$329,691	\$1,575,377	\$2,000,000
Referrals Passed	76	50	408	2010	2,500
One to Ones	34	20	196	732	1,000
Visitors	1	5	2	39	250
Attendance	85%	95%	83%	85%	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

Closed Business:

- ▣ \$8,300 – Ron DeAngelis
- ▣ \$5,712 – Melanie Hibbs
- ▣ \$3,981 – Michelle Rogers
- ▣ \$3,508 – Alicia Lucas

Referrals Given:

- ▣ 11 Referrals – Mike Prevot
- ▣ 7 Referrals – Danielle Terrazas
- ▣ 5 Referrals – Israel Zehavi, Wayne Morgan

**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:

- ☐ May 13 – Ted Ray, David Joud
- ☐ May 20 – Angela Leung, Patricia Cunningham
- ☐ May 27 – Nicol Bernhardt, KC Anderson
- ☐ June 3 – Alice Locke Chezar, Mary Blaser
- ☐ June 10 – Jan Fong, Jeannie Shea

☒ 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 Nate introduces you, no matter what happens.

☒ Information regarding presentation:

- ☐ <http://www.siliconvalleybni.com/speaker-information>

Secretary/Treasurer

Members needing to attend MSP:

- ▣ None at this time
- ▣ Please confirm attended

Please Note:

If you have registered, thank you.
Your name will be removed once you have attended.

For MSP training, please go to:

- ▣ www.bnisfbay.com/calendar/index.php?act=calendar

Membership Committee

☒ Renewals for June:

- ☐ Yvette Gilardi
- ☐ Jan Fong
- ☐ **Please Note: If you have received approval from the membership committee, please bring your check for \$330 on Thursday.**

☒ Please Note:

- ☐ Effective October 1, 2010 annual fees will be \$365. If you wish to renew early and pay the \$330, please contact the secretary treasurer. Renewing early does not change your renewal date, and your renewal fees are non-refundable.
- ☐ 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:

- ▣ \$160.00 on or before 7/1/2010
- ▣ \$180.00 after 7/1/2010

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 (\$160) are to be paid by the 1st meeting of the quarter.
 - ☒ If your dues are not received by the 1st meeting of the quarter, 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

📅 May 6, 2010

- ▣ You don't know who they are or who they know?

Truth is we simply don't walk around wearing signs with the names of everyone we know on them. It would probably shock you to learn about some of the influential people your best friend knows but hasn't told you about. You can't assume that your friend, acquaintance, or referral partner doesn't have powerful contacts that can help you or your business in important ways.

Never underestimate the depth of the pool that your fellow networkers are swimming in it could be your next great referral!

Upcoming Events

June 17: Golf after BNI

- ▣ Anyone can play golf or be a caddie! Come join the fun. Contact Candice Normoyle at candice.normoyle.pwoe@statefarm.com to sign up.

Have an announcement to make?

Member announcements available if received by 4pm on Mondays.

PALMS Report: Silicon Valley BNI: May-06-2010

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	K.C. Anderson	1	0	0	0	0	1	1	0	2	\$450
2	Jason Andrew	1	0	0	0	0	0	0	0	0	\$292
3	Asen Angelov	1	0	0	0	0	0	5	0	1	\$1,684
4	Margaret Barton	1	0	0	0	0	2	0	0	1	\$450
5	Nicol Bernhardt	1	0	0	0	0	1	3	0	0	\$65
6	Mary Blaser	0	0	0	0	1	0	0	0	0	\$25
7	Janet Bocek	1	0	0	0	0	0	2	0	0	\$1,445
8	Jacqueline Bocian	1	0	0	0	0	3	2	0	1	\$3,385
9	Bryant Busalacchi	1	0	0	0	0	1	0	0	0	\$0
10	Cunningham	1	0	0	0	0	3	0	0	2	\$0
11	Robert Davis	1	0	0	0	0	1	2	0	0	\$0
12	Susan Davis	1	0	0	0	0	1	0	0	0	\$0
13	Ron DeAngelis	1	0	0	0	0	0	0	0	0	\$8,300
14	Patricia Del Gavio	1	0	0	0	0	3	0	0	0	\$160
15	Doug Dixon	1	0	0	0	0	1	0	0	0	\$2,732
16	David Feldmeyer	1	0	0	0	0	0	3	0	1	\$0
17	Jan Fong	1	0	0	0	0	1	0	0	3	\$1,419
18	Mark Gardner	0	1	0	0	0	0	2	0	0	\$0
19	Yvette Gilardi	1	0	0	0	0	1	0	0	0	\$0
20	Ginny Hagopian	1	0	0	0	0	1	0	0	1	\$0
21	Melanie Hibbs	1	0	0	0	0	0	0	0	0	\$5,712
22	E.J. Hong	1	0	0	0	0	0	1	1	2	\$580
23	Kim Hunter	1	0	0	0	0	3	3	0	0	\$0
24	David Joud	1	0	0	0	0	1	1	0	1	\$0
25	John Jue	1	0	0	0	0	1	1	0	2	\$580
26	Malika Junaid	1	0	0	0	0	2	0	0	0	\$0
27	Frona Kahn	0	1	0	0	0	0	0	0	0	\$0
28	Don Khamapirad	1	0	0	0	0	1	0	0	1	\$0
29	Candice Kistner	1	0	0	0	0	2	2	0	0	\$135
30	Travis Krepelka	1	0	0	0	0	0	0	0	0	\$0
31	Gary Laine	1	0	0	0	0	1	0	0	0	\$0
32	Angela Leung	1	0	0	0	0	2	3	0	0	\$0
33	Ronald Leung	1	0	0	0	0	1	1	0	0	\$0
34	Alice Locke Chezar	1	0	0	0	0	0	0	0	0	\$0
35	Alicia Lucas	0	1	0	0	0	0	0	0	0	\$3,508
36	Brett Macauley	1	0	0	0	0	0	0	0	2	\$0
37	Warren McCord	1	0	0	0	0	0	0	0	0	\$1,400
38	Adam Meyers	1	0	0	0	0	2	0	0	0	\$0
39	Michael Mok	1	0	0	0	0	0	1	0	1	\$0
40	Wayne Morgan	1	0	0	0	0	5	9	0	3	\$1,240
41	Ingrid Mult	0	1	0	0	0	0	1	0	0	\$485
42	Armando Palomar	1	0	0	0	0	0	0	0	0	\$0
43	Stephen Pappas	1	0	0	0	0	2	0	0	1	\$19
44	Kathryn Pendleton	0	1	0	0	0	0	0	0	0	\$183
45	Michael Prevot	1	0	0	0	0	11	15	0	3	\$1,410
46	Krista Regedanz	1	0	0	0	0	0	1	0	0	\$0
47	Lizbeth Rhodes	1	0	0	0	0	1	1	0	0	\$2,886
48	Poppie Rodriguez	0	1	0	0	0	0	1	0	0	\$70
49	Michelle Rogers	1	0	0	0	0	1	0	0	0	\$3,981
50	Robert Rowe	1	0	0	0	0	0	0	0	0	\$0
51	Sooji Rugh	0	0	0	0	1	0	2	0	0	\$1,394
52	Scott Safadi	1	0	0	0	0	2	0	0	1	\$125
53	Nate Schloss	1	0	0	0	0	1	0	0	1	\$1,799
54	Stephanie Stafford	1	0	0	0	0	0	0	0	0	\$45
55	George Talbot	1	0	0	0	0	2	1	0	0	\$0
56	Danielle Terrazas	1	0	0	0	0	7	1	0	1	\$1,975
57	Charmaine Tu	1	0	0	0	0	2	0	0	0	\$600
58	Michael Weed	1	0	0	0	0	0	1	0	1	\$0
59	Israel Zehavi	1	0	0	0	0	5	2	0	1	\$890
60	Vivien Zheng	1	0	0	0	0	1	2	0	1	\$0
61	Jeanne dePolo	0	0	0	1	0	0	0	0	0	\$0
62	Visitor(s)	0	0	0	0	0	0	6	0	0	\$558
Total		53	6	0	1	2	76	76	1	34	\$49,982
Attendance		85.48%									

PALMS Report: Silicon Valley BNI: Oct-01-2009 - May-07-2010

Rank	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	Michelle Rogers	20	0	0	0	9	23	36	1	19	\$116,285
2	Janet Bocek	20	5	0	0	4	24	72	0	6	\$115,733
3	Jacqueline Bocian	25	2	0	0	2	207	24	1	18	\$95,601
4	George Talbot	26	2	0	0	1	16	35	1	0	\$71,967
5	Lizbeth Rhodes	27	1	0	0	1	26	21	0	12	\$56,855
6	Alicia Lucas	23	4	0	0	2	48	23	0	4	\$52,693
7	Danielle Terrazas	26	3	0	0	0	48	57	0	25	\$46,785
8	Warren McCord	24	4	0	0	1	15	34	0	7	\$46,071
9	Israel Zehavi	24	5	0	0	0	45	19	0	5	\$37,712
10	Sooji Rugh	23	3	0	0	3	20	23	0	6	\$37,303
11	Charmaine Tu	26	3	0	0	0	68	44	0	9	\$34,035
12	David Joud	25	1	0	0	3	17	14	1	35	\$32,878
13	Doug Dixon	27	1	0	0	1	20	48	2	10	\$31,824
14	Melanie Hibbs	26	1	0	0	2	30	23	0	11	\$28,823
15	Jan Fong	25	0	0	0	4	42	36	3	10	\$28,754
16	Jason Andrew	24	2	1	0	2	64	57	1	15	\$27,350
17	Alba Alamillo	21	7	0	0	1	11	12	0	2	\$26,897
18	Bryant Busalacchi	27	2	0	0	0	28	23	0	12	\$26,685
19	E.J. Hong	28	0	0	0	1	27	39	2	7	\$25,728
20	Brett Macauley	24	0	0	0	5	30	16	2	35	\$24,725
21	Ingrid Mult	24	3	2	0	0	64	79	2	5	\$21,360
22	Nicol Bernhardt	26	2	0	0	1	21	19	0	5	\$20,325
23	Jeanne dePolo	23	3	0	2	1	39	18	0	6	\$19,753
24	Angela Leung	24	4	0	0	1	46	33	0	11	\$18,936
25	Robert Davis	17	2	0	0	0	18	16	0	7	\$17,611
26	Don Khamapirad	24	5	0	0	0	18	24	2	7	\$17,470
27	Susan Davis	16	3	0	0	0	13	14	1	8	\$17,437
28	Ron DeAngelis	21	3	1	0	4	12	19	0	5	\$17,042
29	Nate Schloss	27	2	0	0	0	16	57	0	10	\$15,144
30	Michael Prevot	29	0	0	0	0	77	149	1	28	\$14,867
31	Brian Bulger	26	3	0	0	0	12	21	0	6	\$14,601
32	Mary Blaser	24	2	0	0	3	67	18	2	7	\$14,516
33	Candice Kistner	18	3	0	0	8	47	22	0	2	\$11,941
34	Patricia Cunningham	27	1	0	0	1	55	10	2	37	\$11,166
35	Margaret Barton	26	2	0	0	1	55	8	1	24	\$10,961
36	Malika Junaid	24	1	0	0	4	58	18	7	12	\$10,654
37	Kellie Bloom	22	3	2	0	1	37	27	0	26	\$10,589
38	Kim Hunter	28	0	0	0	1	43	28	0	22	\$9,345
39	Frona Kahn	23	3	0	0	3	55	27	0	19	\$8,092
40	Poppie Rodriguez	28	1	0	0	0	20	65	0	3	\$8,080
41	Armando Palomar	25	2	0	0	2	14	33	0	0	\$7,684
42	Yvette Gilardi	25	4	0	0	0	10	28	0	9	\$7,657
43	Stephanie Stafford	29	0	0	0	0	25	17	0	8	\$7,379
44	Mark Gardner	19	6	0	0	4	20	25	0	1	\$6,485
45	David Feldmeyer	22	3	0	0	0	11	44	0	5	\$5,946
46	Ginny Hagopian	28	1	0	0	0	15	10	0	20	\$5,760
47	John Jue	28	0	0	0	1	18	67	1	11	\$5,354
48	Kathryn Pendleton	23	4	0	0	2	15	3	0	9	\$4,966
49	Wayne Morgan	26	0	0	0	3	39	64	0	18	\$4,531
50	David Lunning	27	2	0	0	0	9	43	1	5	\$4,436
51	Gary Laine	27	1	0	0	1	21	23	0	16	\$3,377
52	Stephen Pappas	27	2	0	0	0	14	28	2	13	\$3,075
53	Travis Krepelka	23	4	0	0	2	20	15	0	0	\$2,800
53	Ann Langley	4	2	0	0	0	4	1	0	0	\$2,800
55	Patricia Del Gavio	16	3	0	0	0	48	9	1	16	\$2,778
56	Vivien Zheng	26	3	0	0	0	15	24	0	10	\$1,912
57	Adam Meyers	11	0	0	0	0	8	17	0	4	\$1,900
58	Ronald Leung	26	3	0	0	0	13	32	0	9	\$1,831
59	Asen Angelov	9	0	0	0	0	5	17	1	9	\$1,684
60	Houshang Livian	25	3	0	0	0	10	21	0	4	\$1,171
61	Kelly Shewbridge	24	1	0	0	0	11	17	1	13	\$1,060
62	Michael Weed	18	1	0	0	0	12	12	0	9	\$1,027
63	Scott Safadi	6	0	0	0	0	6	1	0	7	\$616
64	K.C. Anderson	1	0	0	0	0	1	1	0	2	\$450
65	Martin Gebert	16	12	1	0	0	4	2	0	0	\$360
66	Krista Regedanz	6	0	0	0	0	4	3	0	13	\$240
67	George Quiring	24	5	0	0	0	11	23	0	4	\$177
68	Joel Robare	5	10	0	0	0	3	1	0	0	\$55
69	Alice Locke Chezar	5	0	0	0	1	1	1	0	2	\$0
69	Michael Mok	1	0	0	0	0	0	1	0	1	\$0
69	Shiva Pouyamehr	0	1	0	0	0	0	0	0	0	\$0
69	Robert Rowe	1	0	0	0	0	0	0	0	0	\$0
69	Trey McAlister	2	0	0	0	0	0	0	0	0	\$0
	Visitor(s)	2	0	0	0	0	41	97	0	16	\$233,272
	Totals	1525	165	7	2	87	2010	2008	39	732	\$1,575,377
	Attendance	85.39%									