

Weekly VP Report

Silicon Valley BNI

For meeting 7/22/2010

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

Presidents Message

Hope to see you at the picnic!

Quote of the Week:

"If you want to gather honey, don't kick over the beehive." This quote is by Dale Carnegie.

Action of the Week:

Your action for this week is to notice if you feel like you want to criticize or complain about something going on in the chapter and make a conscious decision to do something productive instead.

Chapter Contacts

VP Report / SiliconValleyBni.com Website Questions:

- ▣ Danielle Terrazas: danielle@colorstorystudio.com

BNI Announcements or Requests:

- ▣ Email svbnivp@gmail.com or danielle@colorstorystudio.com no later than the Monday before the meeting.

Miscellaneous Requests/Questions:

- ▣ EJ Hong: ej@ejhong.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:

- ▣ Doug Dixon: ddixon@theloansource.com

Membership Questions:

- ▣ Janet Bocek: janet@bocekcpa.com

VP Report

| | 7/22/2010 | Weekly Goal | 4/1-7/22 2010 | 10/1/09 – 7/22/10 | Annual Goal |
|-------------------------|-----------|-------------|---------------|-------------------|-------------|
| Closed Business | \$38,582 | \$50,000 | \$955,945 | \$2,201,631 | \$2,000,000 |
| Referrals Passed | 41 | 50 | 1031 | 2633 | 2,500 |
| One to Ones | 18 | 20 | 496 | 1032 | 1,000 |
| Visitors | 0 | 5 | 20 | 57 | 250 |
| Attendance | 82% | 95% | 83% | 84% | 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:

- ▣ \$7,376 – John Jue
- ▣ \$5,250 – Alice Locke-Chezar
- ▣ \$4,437 – Liz Rhodes
- ▣ \$3,650 – Pat Del Gavio

Referrals Given:

- ▣ 3 Referrals – Nicol Bernhardt, Mary Blaser, Frona Kahn, Mike Prevot, Jeanne dePolo

Chapter Minimums:

- ▣ 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 \$35,000 this year in order to reach our \$2,000,000 goal for this year.

Attendance/Visitor Policy:

- ▣ Each year is split into two terms: Term 1: October – March Term 2: April – September. 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:

- 7/29/10 – Mike Prevot, Steve Pappas
- 8/5/10 – Liz Rhodes, Stephanie Stafford
- 8/12/10 – George Talbot, Wayne Morgan
- 8/19/10 – Travis Krepelka, Jackie Bocian
- 8/26/10 – Spheres of Influence, Doug Dixon
- 9/2/10 – Candice Normoyle, Bryant Busalacchi

□ 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 Nate introduces you, no matter what happens.

□ Information regarding presentations: www.siliconvalleybni.com/speaker-information

Members needing to attend MSP:

- Rob Rowe
- Joe Khoei
- 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 for September:
 - Jason Andrew
 - Vivien Zheng
 - **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 10/1/2010
 - \$180.00 after 10/1/2010
 - After 10/1/2010 you will be marked absent if dues are not paid.

- 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

□ July 15, 2010

- The most successful people agree that the keys to getting what you want have nothing to do with the world around you. Instead success has everything to do with the world within you. It is your internal circumstances, not your external ones that determine what shape your life will take.

Ownership of your life is a critical key for you to accept and obtain.

Upcoming Events

- July 25: Family BBQ
 - 3-6pm, Rengstorff Park in Mountain View
 - Map of location is on the website!! Look for the balloons.

Have an announcement to make?

Member announcements available if received by 4pm on Mondays.

PALMS Report: Silicon Valley BNI: July-22-2010

| # | Name | P | A | L | M | S | RG | RR | V | 1 to 1 | Value Given |
|--------------|---------------------|-----------|----------|----------|----------|----------|-----------|-----------|----------|-----------|-----------------|
| 1 | K.C. Anderson | 1 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 1 | \$0 |
| 2 | Jason Andrew | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | \$168 |
| 3 | Asen Angelov | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | \$0 |
| 4 | Nicol Bernhardt | 1 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | \$0 |
| 5 | Mary Blaser | 1 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | \$0 |
| 6 | Janet Bocek | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$45 |
| 7 | Jacqueline Bocian | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | \$1,600 |
| 8 | Bryant Busalacchi | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | \$0 |
| 9 | Patricia Cunningham | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | \$125 |
| 10 | Robert Davis | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | \$0 |
| 11 | Susan Davis | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 12 | Ron DeAngelis | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$1,477 |
| 13 | Patricia Del Gavio | 1 | 0 | 0 | 0 | 0 | 2 | 1 | 0 | 2 | \$3,650 |
| 14 | Doug Dixon | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | \$470 |
| 15 | Jan Fong | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | \$338 |
| 16 | Ginny Hagopian | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$313 |
| 17 | Melanie Hibbs | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$400 |
| 18 | E.J. Hong | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 2 | \$45 |
| 19 | David Joud | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$502 |
| 20 | John Jue | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$7,376 |
| 21 | Malika Junaid | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | \$400 |
| 22 | Frona Kahn | 1 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | \$150 |
| 23 | Travis Krepelka | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | \$0 |
| 24 | Gary Laine | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$60 |
| 25 | Angela Leung | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | \$1,660 |
| 26 | Ronald Leung | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | \$0 |
| 27 | Alice Locke Chezar | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$5,250 |
| 28 | Alicia Lucas | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$1,068 |
| 29 | Brett Macauley | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | \$0 |
| 30 | Warren McCord | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$930 |
| 31 | Kris McDonough | 1 | 0 | 0 | 0 | 0 | 1 | 3 | 0 | 0 | \$0 |
| 32 | Adam Meyers | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | \$300 |
| 33 | Michael Mok | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | \$150 |
| 34 | Wayne Morgan | 1 | 0 | 0 | 0 | 0 | 2 | 2 | 0 | 1 | \$0 |
| 35 | Ingrid Mult | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$869 |
| 36 | Candice Normoyle | 1 | 0 | 0 | 0 | 0 | 1 | 5 | 0 | 1 | \$0 |
| 37 | Armando Palomar | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | \$0 |
| 38 | Stephen Pappas | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 39 | Kathryn Pendleton | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 40 | Michael Prevot | 1 | 0 | 0 | 0 | 0 | 3 | 4 | 0 | 1 | \$438 |
| 41 | Krista Regedanz | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 42 | Lizbeth Rhodes | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$4,437 |
| 43 | Poppie Rodriguez | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$178 |
| 44 | Michelle Rogers | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | \$328 |
| 45 | Robert Rowe | 1 | 0 | 0 | 0 | 0 | 2 | 2 | 0 | 0 | \$1,000 |
| 46 | Sooji Rugh | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$155 |
| 47 | Scott Safadi | 1 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | \$0 |
| 48 | Nate Schloss | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | \$45 |
| 49 | Jeannie Shea | 1 | 0 | 0 | 0 | 0 | 1 | 2 | 0 | 1 | \$260 |
| 50 | Stephanie Stafford | 1 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 1 | \$125 |
| 51 | George Talbot | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | \$0 |
| 52 | Danielle Terrazas | 1 | 0 | 0 | 0 | 0 | 1 | 4 | 2 | 0 | \$933 |
| 53 | Charmaine Tu | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$1,285 |
| 54 | Michael Weed | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | \$0 |
| 55 | Vivien Zheng | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 56 | Jeanne dePolo | 1 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 1 | \$0 |
| 57 | Trey McAlister | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 58 | Visitor(s) | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | \$2,052 |
| Total | | 46 | 4 | 1 | 1 | 4 | 41 | 41 | 3 | 18 | \$38,582 |

Attendance

82.14%

PALMS Report: Silicon Valley BNI: Apr-01-2010 - July-22-2010

| Rank | Name | P | A | L | M | S | RG | RR | V | 1 to 1 | Value Given |
|--------------|---------------------|------------|------------|----------|----------|-----------|-------------|-------------|-----------|------------|------------------|
| 1 | Jacqueline Bocian | 13 | 1 | 0 | 0 | 3 | 88 | 18 | 0 | 6 | \$84,500 |
| 2 | Lizabeth Rhodes | 14 | 2 | 0 | 0 | 1 | 7 | 9 | 0 | 1 | \$78,853 |
| 3 | Janet Bocek | 13 | 2 | 0 | 0 | 2 | 11 | 20 | 0 | 1 | \$68,969 |
| 4 | Michelle Rogers | 14 | 0 | 0 | 0 | 3 | 14 | 7 | 0 | 14 | \$43,176 |
| 5 | Alicia Lucas | 13 | 4 | 0 | 0 | 0 | 11 | 8 | 0 | 0 | \$43,005 |
| 6 | Sooji Rugh | 12 | 1 | 0 | 0 | 4 | 7 | 10 | 0 | 1 | \$42,788 |
| 7 | Brett Macauley | 13 | 0 | 0 | 0 | 4 | 7 | 4 | 0 | 16 | \$39,690 |
| 8 | Danielle Terrazas | 15 | 2 | 0 | 0 | 0 | 19 | 32 | 5 | 13 | \$34,974 |
| 9 | Bryant Busalacchi | 14 | 3 | 0 | 0 | 0 | 14 | 8 | 0 | 11 | \$26,414 |
| 10 | Charmaine Tu | 17 | 0 | 0 | 0 | 0 | 38 | 16 | 0 | 7 | \$26,406 |
| 11 | Nicol Bernhardt | 16 | 1 | 0 | 0 | 0 | 15 | 17 | 0 | 1 | \$21,810 |
| 12 | Doug Dixon | 16 | 1 | 0 | 0 | 0 | 12 | 14 | 0 | 10 | \$21,650 |
| 13 | Warren McCord | 13 | 3 | 0 | 0 | 1 | 3 | 14 | 0 | 3 | \$17,114 |
| 14 | E.J. Hong | 16 | 0 | 0 | 0 | 1 | 12 | 14 | 2 | 16 | \$16,126 |
| 15 | Ted Ray | 7 | 3 | 0 | 0 | 0 | 13 | 6 | 0 | 2 | \$15,901 |
| 16 | Ron DeAngelis | 12 | 1 | 0 | 0 | 4 | 4 | 4 | 0 | 0 | \$15,708 |
| 17 | Frona Kahn | 12 | 2 | 0 | 0 | 3 | 36 | 20 | 1 | 8 | \$15,592 |
| 18 | Jason Andrew | 13 | 2 | 0 | 0 | 2 | 27 | 25 | 0 | 4 | \$14,881 |
| 19 | Nate Schloss | 15 | 2 | 0 | 0 | 0 | 12 | 36 | 0 | 7 | \$14,283 |
| 20 | Patricia Del Gavio | 11 | 2 | 0 | 0 | 4 | 23 | 9 | 2 | 15 | \$13,763 |
| 21 | Robert Davis | 14 | 3 | 0 | 0 | 0 | 17 | 26 | 0 | 1 | \$13,470 |
| 22 | Malika Junaid | 16 | 0 | 0 | 0 | 1 | 23 | 7 | 1 | 6 | \$13,325 |
| 23 | Michael Prevot | 17 | 0 | 0 | 0 | 0 | 64 | 96 | 0 | 24 | \$12,836 |
| 24 | Jan Fong | 13 | 2 | 0 | 0 | 2 | 11 | 11 | 0 | 5 | \$12,124 |
| 25 | Angela Leung | 14 | 2 | 0 | 0 | 1 | 22 | 27 | 1 | 6 | \$11,806 |
| 26 | Travis Krepelka | 15 | 1 | 0 | 0 | 1 | 9 | 8 | 0 | 0 | \$10,990 |
| 27 | John Jue | 17 | 0 | 0 | 0 | 0 | 10 | 24 | 0 | 7 | \$10,971 |
| 28 | Melanie Hibbs | 17 | 0 | 0 | 0 | 0 | 12 | 6 | 0 | 13 | \$10,619 |
| 29 | Margaret Barton | 7 | 0 | 0 | 0 | 1 | 15 | 1 | 0 | 4 | \$9,920 |
| 30 | Jeannie Shea | 7 | 1 | 0 | 0 | 1 | 17 | 16 | 1 | 13 | \$9,761 |
| 31 | David Joud | 14 | 1 | 0 | 0 | 2 | 11 | 7 | 1 | 18 | \$9,663 |
| 32 | Stephanie Stafford | 16 | 0 | 0 | 0 | 1 | 17 | 21 | 1 | 5 | \$8,745 |
| 33 | Israel Zehavi | 8 | 2 | 0 | 0 | 0 | 19 | 5 | 0 | 3 | \$8,670 |
| 34 | Michael Weed | 14 | 3 | 0 | 0 | 0 | 8 | 13 | 0 | 7 | \$8,160 |
| 35 | George Talbot | 16 | 0 | 0 | 0 | 1 | 8 | 21 | 0 | 6 | \$7,195 |
| 36 | Patricia Cunningham | 13 | 1 | 0 | 0 | 3 | 25 | 5 | 0 | 13 | \$7,095 |
| 37 | Ingrid Mult | 14 | 3 | 0 | 0 | 0 | 21 | 27 | 0 | 4 | \$7,053 |
| 38 | Armando Palomar | 13 | 2 | 1 | 0 | 1 | 6 | 13 | 0 | 0 | \$6,236 |
| 39 | Jeanne dePolo | 13 | 0 | 0 | 3 | 1 | 17 | 4 | 0 | 6 | \$6,043 |
| 40 | Alice Locke Chezar | 14 | 1 | 0 | 0 | 2 | 8 | 10 | 0 | 9 | \$5,600 |
| 41 | Candice Normoyle | 14 | 0 | 0 | 0 | 3 | 27 | 22 | 0 | 2 | \$5,576 |
| 42 | Wayne Morgan | 15 | 0 | 0 | 0 | 2 | 56 | 46 | 0 | 27 | \$5,464 |
| 43 | Scott Safadi | 17 | 0 | 0 | 0 | 0 | 13 | 3 | 0 | 14 | \$5,433 |
| 44 | Kathryn Pendleton | 13 | 2 | 0 | 0 | 2 | 5 | 1 | 0 | 7 | \$4,985 |
| 45 | Asen Angelov | 13 | 3 | 1 | 0 | 0 | 11 | 38 | 0 | 8 | \$4,194 |
| 46 | Stephen Pappas | 16 | 1 | 0 | 0 | 0 | 6 | 6 | 0 | 6 | \$3,666 |
| 47 | K.C. Anderson | 12 | 0 | 0 | 0 | 0 | 10 | 32 | 0 | 17 | \$3,124 |
| 48 | Mark Gardner | 2 | 4 | 0 | 0 | 1 | 2 | 5 | 0 | 0 | \$3,071 |
| 49 | David Feldmeyer | 9 | 5 | 0 | 0 | 0 | 3 | 29 | 0 | 6 | \$2,907 |
| 50 | Gary Laine | 16 | 1 | 0 | 0 | 0 | 8 | 11 | 0 | 8 | \$2,459 |
| 51 | Ginny Hagopian | 15 | 0 | 0 | 2 | 0 | 12 | 3 | 0 | 8 | \$2,264 |
| 52 | Ronald Leung | 17 | 0 | 0 | 0 | 0 | 9 | 9 | 0 | 2 | \$2,151 |
| 53 | Kim Hunter | 12 | 1 | 0 | 0 | 1 | 14 | 8 | 1 | 7 | \$1,510 |
| 54 | Poppie Rodriguez | 16 | 1 | 0 | 0 | 0 | 6 | 18 | 0 | 3 | \$1,502 |
| 55 | Don Khamapirad | 13 | 1 | 0 | 0 | 0 | 6 | 8 | 0 | 7 | \$1,427 |
| 56 | Mary Blaser | 15 | 0 | 0 | 0 | 2 | 24 | 11 | 0 | 10 | \$1,395 |
| 57 | Adam Meyers | 14 | 2 | 0 | 0 | 1 | 12 | 22 | 0 | 3 | \$1,198 |
| 58 | Yvette Gilardi | 6 | 4 | 0 | 0 | 0 | 3 | 4 | 0 | 4 | \$1,060 |
| 59 | Robert Rowe | 10 | 2 | 0 | 0 | 0 | 14 | 13 | 0 | 1 | \$1,000 |
| 60 | Krista Regedanz | 13 | 0 | 0 | 4 | 0 | 13 | 4 | 0 | 33 | \$644 |
| 61 | Vivien Zheng | 13 | 4 | 0 | 0 | 0 | 15 | 12 | 0 | 7 | \$523 |
| 62 | Michael Mok | 10 | 1 | 0 | 0 | 1 | 7 | 6 | 0 | 10 | \$370 |
| 63 | Susan Davis | 14 | 3 | 0 | 0 | 0 | 9 | 8 | 0 | 5 | \$285 |
| 64 | Alba Alamillo | 4 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 64 | Kellie Bloom | 4 | 2 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | \$0 |
| 64 | Brian Bulger | 4 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 64 | Martin Gebert | 5 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 64 | Houshang Livian | 5 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | \$0 |
| 64 | David Lunning | 5 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| 64 | Kris McDonough | 2 | 0 | 0 | 0 | 0 | 1 | 3 | 0 | 0 | \$0 |
| 64 | George Quiring | 3 | 3 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | \$0 |
| 64 | Kelly Shewbridge | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| | Trey McAlister | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| | Visitor(s) | 2 | 0 | 0 | 0 | 0 | 29 | 65 | 4 | 14 | \$53,852 |
| Total | | 873 | 101 | 2 | 9 | 63 | 1031 | 1028 | 20 | 496 | \$955,945 |

Attendance 83.30%

PALMS Report: Silicon Valley BNI: Oct-01-2009 - July-22-2010

| Rank | Name | P | A | L | M | S | RG | RR | V | 1 to 1 | Value Given |
|--------------|---------------------|-------------|------------|----------|----------|------------|-------------|-------------|-----------|-------------|--------------------|
| 1 | Jacqueline Bocian | 33 | 3 | 0 | 0 | 4 | 267 | 36 | 1 | 22 | \$162,294 |
| 2 | Janet Bocek | 30 | 5 | 0 | 0 | 5 | 31 | 81 | 0 | 6 | \$154,582 |
| 3 | Michelle Rogers | 30 | 0 | 0 | 0 | 10 | 31 | 40 | 1 | 31 | \$136,592 |
| 4 | Lizbeth Rhodes | 36 | 3 | 0 | 0 | 1 | 31 | 27 | 0 | 12 | \$107,191 |
| 5 | George Talbot | 36 | 2 | 0 | 0 | 2 | 21 | 46 | 1 | 6 | \$75,715 |
| 6 | Alicia Lucas | 32 | 6 | 0 | 0 | 2 | 55 | 28 | 0 | 4 | \$75,205 |
| 7 | Sooji Rugh | 31 | 4 | 0 | 0 | 5 | 23 | 27 | 0 | 6 | \$66,624 |
| 8 | Danielle Terrazas | 36 | 4 | 0 | 0 | 0 | 51 | 75 | 5 | 33 | \$59,785 |
| 9 | Brett Macauley | 33 | 0 | 0 | 0 | 7 | 35 | 18 | 2 | 47 | \$59,412 |
| 10 | Warren McCord | 32 | 6 | 0 | 0 | 2 | 17 | 42 | 0 | 9 | \$52,428 |
| 11 | Doug Dixon | 37 | 2 | 0 | 0 | 1 | 27 | 55 | 2 | 17 | \$47,012 |
| 12 | Bryant Busalacchi | 36 | 4 | 0 | 0 | 0 | 36 | 27 | 0 | 22 | \$46,261 |
| 13 | Charmaine Tu | 37 | 3 | 0 | 0 | 0 | 85 | 59 | 0 | 14 | \$44,863 |
| 14 | E.J. Hong | 39 | 0 | 0 | 0 | 1 | 36 | 46 | 3 | 20 | \$40,474 |
| 15 | David Joud | 34 | 2 | 0 | 0 | 4 | 25 | 17 | 1 | 44 | \$39,850 |
| 16 | Israel Zehavi | 27 | 6 | 0 | 0 | 0 | 50 | 21 | 0 | 6 | \$38,459 |
| 17 | Nicol Bernhardt | 36 | 3 | 0 | 0 | 1 | 32 | 31 | 0 | 5 | \$36,324 |
| 18 | Jason Andrew | 31 | 4 | 1 | 0 | 4 | 80 | 77 | 1 | 16 | \$36,218 |
| 19 | Jan Fong | 33 | 2 | 0 | 0 | 5 | 49 | 43 | 3 | 12 | \$35,610 |
| 20 | Melanie Hibbs | 37 | 1 | 0 | 0 | 2 | 35 | 27 | 0 | 21 | \$32,485 |
| 21 | Robert Davis | 26 | 4 | 0 | 0 | 0 | 29 | 32 | 0 | 8 | \$30,081 |
| 22 | Angela Leung | 33 | 5 | 0 | 0 | 2 | 60 | 55 | 1 | 16 | \$27,753 |
| 23 | Alba Alamillo | 21 | 7 | 0 | 0 | 1 | 11 | 12 | 0 | 2 | \$26,897 |
| 24 | Ingrid Mult | 34 | 4 | 2 | 0 | 0 | 84 | 98 | 2 | 8 | \$25,317 |
| 25 | Michael Prevot | 40 | 0 | 0 | 0 | 0 | 109 | 199 | 1 | 45 | \$25,105 |
| 26 | Nate Schloss | 37 | 3 | 0 | 0 | 0 | 24 | 69 | 0 | 14 | \$24,628 |
| 27 | Ron DeAngelis | 29 | 3 | 1 | 0 | 7 | 15 | 20 | 0 | 5 | \$23,905 |
| 28 | Malika Junaid | 34 | 1 | 0 | 0 | 5 | 71 | 21 | 8 | 15 | \$23,423 |
| 29 | Jeanne dePolo | 32 | 3 | 0 | 3 | 2 | 55 | 18 | 0 | 10 | \$21,735 |
| 30 | Margaret Barton | 28 | 2 | 0 | 0 | 1 | 58 | 8 | 1 | 24 | \$19,896 |
| 31 | Don Khamapirad | 32 | 5 | 0 | 0 | 0 | 20 | 27 | 2 | 12 | \$18,545 |
| 32 | Patricia Cunningham | 34 | 2 | 0 | 0 | 4 | 68 | 13 | 2 | 41 | \$18,020 |
| 33 | Frona Kahn | 31 | 4 | 0 | 0 | 5 | 71 | 43 | 1 | 25 | \$17,993 |
| 34 | Susan Davis | 25 | 5 | 0 | 0 | 0 | 18 | 17 | 1 | 11 | \$17,722 |
| 35 | Candice Normoyle | 28 | 3 | 0 | 0 | 9 | 70 | 40 | 0 | 4 | \$17,332 |
| 36 | Ted Ray | 7 | 3 | 0 | 0 | 0 | 13 | 6 | 0 | 2 | \$15,901 |
| 37 | Stephanie Stafford | 39 | 0 | 0 | 0 | 1 | 40 | 33 | 1 | 11 | \$15,464 |
| 38 | Patricia Del Gavio | 23 | 3 | 0 | 0 | 4 | 59 | 17 | 3 | 29 | \$15,330 |
| 39 | Mary Blaser | 35 | 2 | 0 | 0 | 3 | 87 | 25 | 2 | 15 | \$15,169 |
| 40 | John Jue | 39 | 0 | 0 | 0 | 1 | 22 | 82 | 1 | 15 | \$14,845 |
| 41 | Brian Bulger | 26 | 3 | 0 | 0 | 0 | 12 | 21 | 0 | 6 | \$14,601 |
| 42 | Armando Palomar | 32 | 4 | 1 | 0 | 3 | 19 | 40 | 0 | 0 | \$12,499 |
| 43 | Travis Krepelka | 33 | 4 | 0 | 0 | 3 | 25 | 20 | 0 | 0 | \$12,490 |
| 44 | Kellie Bloom | 22 | 3 | 2 | 0 | 1 | 37 | 27 | 0 | 26 | \$10,589 |
| 45 | Jeannie Shea | 7 | 1 | 0 | 0 | 1 | 17 | 16 | 1 | 13 | \$9,761 |
| 46 | Kim Hunter | 35 | 1 | 0 | 0 | 1 | 49 | 31 | 1 | 24 | \$9,645 |
| 47 | Poppie Rodriguez | 39 | 1 | 0 | 0 | 0 | 22 | 76 | 0 | 5 | \$9,124 |
| 48 | David Feldmeyer | 26 | 7 | 0 | 0 | 0 | 13 | 61 | 0 | 9 | \$8,853 |
| 49 | Michael Weed | 26 | 4 | 0 | 0 | 0 | 18 | 19 | 0 | 10 | \$8,315 |
| 50 | Kathryn Pendleton | 31 | 5 | 0 | 0 | 4 | 17 | 3 | 0 | 13 | \$8,080 |
| 51 | Yvette Gilardi | 26 | 7 | 0 | 0 | 0 | 11 | 29 | 0 | 9 | \$7,755 |
| 52 | Ginny Hagopian | 37 | 1 | 0 | 2 | 0 | 23 | 13 | 0 | 24 | \$7,415 |
| 53 | Mark Gardner | 19 | 7 | 0 | 0 | 4 | 20 | 25 | 0 | 1 | \$6,485 |
| 54 | Wayne Morgan | 35 | 0 | 0 | 0 | 5 | 65 | 84 | 0 | 30 | \$6,149 |
| 55 | Alice Locke Chezar | 14 | 1 | 0 | 0 | 2 | 8 | 10 | 0 | 9 | \$5,600 |
| 56 | Gary Laine | 37 | 2 | 0 | 0 | 1 | 24 | 29 | 0 | 19 | \$5,496 |
| 57 | Scott Safadi | 17 | 0 | 0 | 0 | 0 | 13 | 3 | 0 | 14 | \$5,433 |
| 58 | Stephen Pappas | 37 | 3 | 0 | 0 | 0 | 18 | 32 | 2 | 15 | \$5,387 |
| 59 | David Lunning | 27 | 2 | 0 | 0 | 0 | 9 | 43 | 1 | 5 | \$4,436 |
| 60 | Asen Angelov | 16 | 3 | 1 | 0 | 0 | 12 | 42 | 1 | 10 | \$4,194 |
| 61 | Ronald Leung | 37 | 3 | 0 | 0 | 0 | 19 | 37 | 0 | 10 | \$3,982 |
| 62 | K.C. Anderson | 12 | 0 | 0 | 0 | 0 | 10 | 32 | 0 | 17 | \$3,124 |
| 63 | Adam Meyers | 19 | 2 | 0 | 0 | 1 | 15 | 32 | 0 | 4 | \$2,918 |
| 64 | Ann Langley | 4 | 2 | 0 | 0 | 0 | 4 | 1 | 0 | 0 | \$2,800 |
| 65 | Vivien Zheng | 34 | 6 | 0 | 0 | 0 | 26 | 33 | 0 | 12 | \$2,078 |
| 66 | Houshang Livian | 25 | 3 | 0 | 0 | 0 | 10 | 21 | 0 | 4 | \$1,171 |
| 67 | Kelly Shewbridge | 24 | 1 | 0 | 0 | 0 | 11 | 17 | 1 | 13 | \$1,060 |
| 68 | Robert Rowe | 10 | 2 | 0 | 0 | 0 | 14 | 13 | 0 | 1 | \$1,000 |
| 69 | Krista Regedanz | 13 | 0 | 0 | 4 | 0 | 13 | 4 | 0 | 33 | \$644 |
| 70 | Michael Mok | 10 | 1 | 0 | 0 | 1 | 7 | 6 | 0 | 10 | \$370 |
| 71 | Martin Gebert | 16 | 12 | 1 | 0 | 0 | 4 | 2 | 0 | 0 | \$360 |
| 72 | George Quiring | 24 | 5 | 0 | 0 | 0 | 11 | 23 | 0 | 4 | \$177 |
| 73 | Joel Robare | 5 | 10 | 0 | 0 | 0 | 3 | 1 | 0 | 0 | \$55 |
| 74 | Kris McDonough | 2 | 0 | 0 | 0 | 0 | 1 | 3 | 0 | 0 | \$0 |
| 74 | Shiva Pouyamehr | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| | Trey McAlister | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | \$0 |
| | Visitor(s) | 2 | 0 | 0 | 0 | 0 | 52 | 124 | 4 | 17 | \$257,140 |
| Total | | 2065 | 226 | 9 | 9 | 128 | 2633 | 2631 | 57 | 1032 | \$2,201,631 |

Attendance 84.74%