

# Weekly VP Report

Silicon Valley BNI

For meeting 3/03/2011

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

# Presidents Message

## Quote of the Week:

- . “Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, ambition inspired and success achieved.” This quote is by Helen Keller

## □ Action Item of the Week:

- Your action for this week is to go ahead and make your plans quietly. And, today turn those thoughts into meaningful actions.

# 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: ddixon@westernbancorp.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:**

- ▣ Danielle Terrazzas : danielle@colorstorystudio.com

# VP Report 2010-2011

	3/03/11	Weekly Goal	4/1-9/30/2011	10/1/10 – 3/31/11	Annual Goal
<b>Closed Business</b>	\$43,482	\$60,000		\$1,694,932	\$3,000,000
<b>Referrals Passed</b>	36	60		663	3,000
<b>One to Ones</b>	33	30		373	1,250
<b>Visitors</b>	0	5		31	250
<b>Attendance</b>	81.13%	95%		85.94%	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:

- **\$5,664 Stephen Pappas**
- **\$3,807 Peter Pazmany**
- **\$ 3,672 Michelle Rogers**

## Referrals Given:

- **4 Referrals passed Patricia Del Gavio & Asen Angelov**

## Chapter Minimums:

- 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:**

- 3/10 George Talbot & Stephanie Stafford
- 3/17 Krista Regedanz & Travis Krepelka
- 3/24 Doug Dixon & Frona Kahn
- 3/31 Bryant Busalacchi & Jeanne De Polo
- 4/7 Candice Normoyle & Warren Mc Cord
- 4/14 John Jue & Ron DeAngelis
- 4/21 EJ Hong
- 4/28 Malika Junaid & Patricia Del Gavio
- 5/5 Mike Prevot & Scott Safadi

## □ 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:**

- **Larry Fox**
- **Dominic Passanisi**
- 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 April 1st, Due March 1st**
- Are all updated
- **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 [memberships vbni@gmail.com](mailto:memberships vbni@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 if received by the first meeting of the quarter.
- \$180.00 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 [membershipsbn@gmail.com](mailto:membershipsbn@gmail.com).

# Educational Moment

- **BNI Ed Moment – “Important Reminders about Inviting Visitors” – 3/3/11**
- 
- Having visitors at our meetings is terrific! (Thank you today to \_\_\_\_\_ and \_\_\_\_\_ who are visiting. The new faces bring energy to our meetings, new people to meet, and if the visitors are not in conflict, these are potentially new members for our chapter.
- 
- Today’s Ed Moment is to ensure that our Visitors don’t run into any surprises that will keep them from having a “Wow!” experience in visiting Silicon Valley BNI. Here are your reminders:
- 
- ***Bring 60-100 business cards to go in the visitor box.*** Explain that if they go home with none, then 50+ people have their business card and are potential new customers or clients.
- ***Their first visit to the chapter is free! They get to network and eat at no cost to them.***
- ***For their 2<sup>nd</sup> visit, they will need to pay \$20 (even if they don’t eat).*** This simple and straightforward rule makes it easy for both Visitors and our Visitor Hosts.
- ***(Please note that if you invite a company member or friend to help you set up at the meeting, they too will need to pay \$20 unless they come, help and leave before the meeting starts)***
  - ***Example: Candice***
- ***Note: Visitors who are Subbing do NOT have to pay.***
- ***Visitors who are NOT in conflict with a member will be introduced with their name and business. If they are in conflict, they will be introduced by name only.***
- ***Visitors can come 2x every term (April – Sept / Oct – Mar)***
- 
- Last, we have a goal of having 5 visitors each meeting. **Please think of your business friends and colleagues who would benefit from and add to our chapter and INVITE THEM!**

# Upcoming Events



3/03Events Announcement:

**Have an announcement to make?**

**Member announcements available if received by 5pm on Tuesdays.**

Silicon Valley BNI											
3/3/2011											
#	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	Value
1	Stephen Pappas	1	0	0	0	0	0	0	0	0	5664
2	Peter Pazmany	1	0	0	0	0	3	1	0	1	3807
3	Michelle Rogers	0	0	0	0	1	0	1	0	3	3672.11
4	Angela Leung	0	1	0	0	0	0	2	0	0	2668.00
5	Patricia Del Gavio	1	0	0	0	0	4	0	0	0	2626.61
6	Danielle Terrazas	0	1	0	0	0	0	0	0	3	2373.00
7	Jan Fong	1	0	0	0	0	0	0	0	0	2063.00
8	Mary Blaser	1	0	0	0	0	1	0	0	0	1900.00
9	Alicia Lucas	0	1	0	0	0	0	0	0	0	1463.00
10	Michael Prevot	1	0	0	0	0	1	2	0	2	1125.00
11	Jeanne dePolo	1	0	0	0	0	0	0	0	3	734.00
12	Lizbeth Rhodes	1	0	0	0	0	0	0	0	4	700.00
13	Stephanie Stafford	1	0	0	0	0	0	0	0	0	680.00
14	David Joud	1	0	0	0	0	0	0	0	0	578.00
15	Ron DeAngelis	0	0	0	0	1	0	0	0	0	525.00
16	George Talbot	1	0	0	0	0	0	2	0	0	509.16
17	Candice Normoyle	1	0	0	0	0	1	1	0	0	503.00
18	Wayne Morgan	1	0	0	0	0	1	2	0	1	463.00
19	Malika Junaid	1	0	0	0	0	2	0	0	0	463.00
20	E.J. Hong	0	1	0	0	0	0	2	0	5	450.00
21	Charmaine Tu	1	0	0	0	0	1	0	0	0	420.00
22	Ginny Hagopian	1	0	0	0	0	1	1	0	0	333.00
23	Brett Macauley	1	0	0	0	0	2	0	0	1	323.32
24	Janet Bocek	1	0	0	0	0	2	0	0	0	295.00
25	Ingrid Mult	1	0	0	0	0	1	1	0	0	288.00
26	Joe Khoei	1	0	0	0	0	0	0	0	2	180.00
27	Robert Davis	1	0	0	0	0	2	1	0	0	150.00
28	Allison Stember	0	1	0	0	0	0	0	0	0	100.00
29	Krista Regedanz	1	0	0	0	0	0	0	0	0	100.00
30	K.C. Anderson	1	0	0	0	0	1	1	0	0	65.00
31	Ronald Leung	1	0	0	0	0	1	0	0	0	45.00
32	Doug Dixon	1	0	0	0	0	1	2	0	3	0.00
33	Melanie Hibbs	1	0	0	0	0	1	1	0	1	0.00
34	Bryant Busalacchi	1	0	0	0	0	0	2	0	1	0.00
35	Fred Wee	1	0	0	0	0	0	0	0	1	0.00
36	Frona Kahn	1	0	0	0	0	0	0	0	1	0.00
37	Michael Mok	1	0	0	0	0	0	0	0	1	0.00
38	Asen Angelov	1	0	0	0	0	4	1	0	0	0.00
39	Patricia	1	0	0	0	0	2	3	0	0	0.00
40	Gary Laine	1	0	0	0	0	1	0	0	0	0.00
41	John Jue	1	0	0	0	0	1	1	0	0	0.00
42	Travis Krepelka	1	0	0	0	0	1	0	0	0	0.00
43	Warren McCord	1	0	0	0	0	1	0	0	0	0.00
44	Dom Passanisi	1	0	0	0	0	0	2	0	0	0.00
45	James Stout	1	0	0	0	0	0	0	0	0	0.00
46	Jeannie Shea	1	0	0	0	0	0	1	0	0	0.00
47	Nicol Bernhardt	0	1	0	0	0	0	0	0	0	0.00
48	Poppie Rodriguez	1	0	0	0	0	0	1	0	0	0.00
49	Saurabh Verma	0	1	0	0	0	0	0	0	0	0.00
50	Scott Safadi	1	0	0	0	0	0	0	0	0	0.00
51	Steve Sievers	0	1	0	0	0	0	3	0	0	0.00
53	Directors, Visitors	2	0	0	0	0	0	2	0	0	8216.00
	<b>Total</b>	<b>43</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>36</b>	<b>36</b>	<b>0</b>	<b>33</b>	<b>43482.2</b>

Silicon Valley BNI												
	10/01/2010											
	3/3/2011											
#	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	Value Given	
1	Michael Prevot	18	1	0	0	0	27	41	2	38	235879	
2	Michelle Rogers	14	1	0	0	4	11	5	0	14	98195.11	
3	Lizbeth Rhodes	18	0	0	0	1	13	6	0	8	78182	
4	Janet Bocek	16	2	0	0	1	10	23	0	1	72139.00	
5	Stephen Pappas	17	2	0	0	0	7	4	1	1	63836.00	
6	Malika Junaid	15	0	0	0	4	23	2	3	3	61546.00	
7	Bryant Busalacchi	19	0	0	0	0	9	16	0	15	60247.00	
8	Mary Blaser	17	2	0	0	0	29	5	0	3	50174.00	
9	Danielle Terrazas	15	3	0	0	1	8	22	0	10	40572.00	
10	Robert Davis	17	2	0	0	0	16	17	3	3	37177.00	
11	E.J. Hong	17	2	0	0	0	13	19	0	15	34544.00	
12	Jan Fong	16	1	0	0	2	10	11	0	2	31961.00	
13	Nicol Bernhardt	16	3	0	0	0	9	14	0	2	31842.00	
14	Asen Angelov	16	1	0	0	2	13	15	0	4	30312.00	
15	David Joud	18	0	0	0	1	10	5	3	21	28863.00	
16	Scott Safadi	17	0	0	0	2	16	3	0	2	28434.00	
17	Doug Dixon	18	1	0	0	0	9	22	0	6	28196.00	
18	Melanie Hibbs	19	0	0	0	0	16	6	0	11	27704.00	
19	Patricia Del Gavio	17	0	0	0	2	29	13	4	9	25967.61	
20	Alicia Lucas	16	3	0	0	0	15	8	2	0	25771.00	
21	Angela Leung	15	2	0	0	2	26	33	1	2	25610.00	
22	Warren McCord	15	2	0	0	2	12	10	0	3	21926.00	
23	George Talbot	17	2	0	0	0	10	24	0	3	18872.16	
24	Peter Pazmany	18	1	0	0	0	17	29	0	11	18613.00	
25	John Jue	18	0	0	0	1	3	24	0	6	17938.00	
26	Jeanne dePolo	17	1	0	0	1	19	7	0	6	17503.00	
27	Wayne Morgan	19	0	0	0	0	9	38	0	25	15836.00	
28	Charmaine Tu	17	0	0	0	2	23	15	2	1	14972.00	
29	Candice Normoyle	17	0	0	0	2	25	12	0	1	14662.00	
30	Ingrid Mult	17	1	0	0	1	13	25	0	10	12592.00	
31	Ronald Leung	17	2	0	0	0	14	9	0	6	12100.00	
32	Brett Macauley	16	0	0	0	3	16	7	1	6	10354.32	
33	Travis Krepelka	13	3	0	0	3	8	6	0	0	10255.00	
34	K.C. Anderson	17	0	0	0	2	11	17	0	10	9103.00	
35	Saurabh Verma	14	4	0	0	0	8	3	0	20	8177.00	
36	Ron DeAngelis	13	1	0	0	5	11	1	0	1	7880.00	
37	Joe Khoei	16	1	1	0	1	20	9	1	6	7772.00	
38	Stephanie Stafford	19	0	0	0	0	9	5	0	5	6981.00	
39	Michael Mok	16	0	2	0	1	15	11	0	7	6773.00	
40	Jeannie Shea	13	3	0	0	3	10	6	1	2	6722.00	
41	Gary Laine	19	0	0	0	0	4	2	0	5	6272.00	
42	Patricia Cunningham	16	2	0	0	1	20	10	0	7	4565.00	
43	Ginny Hagopian	17	2	0	0	0	8	8	0	9	4425.00	
44	Poppie Rodriguez	19	0	0	0	0	3	34	0	2	4338.00	
45	Frona Kahn	15	3	0	0	1	31	7	0	8	3478.00	
46	Krista Regedanz	17	1	0	0	1	8	5	0	18	2875.00	
47	Steve Sievers	4	3	0	0	0	3	7	0	0	784.00	
48	James Stout	10	1	0	0	1	3	1	1	9	363.00	
49	Kris McDonough	4	2	0	0	0	0	4	1	0	317.00	
50	Armando Palomar	2	3	1	0	0	2	4	0	0	140.00	
51	Allison Stember	6	4	0	0	0	4	3	0	5	100.00	
52	Fred Wee	8	1	0	0	0	4	7	0	10	0.00	
53	Alice Locke Chezar	0	2	0	0	0	0	0	0	0	0.00	
54	Dom Passanisi	4	0	0	0	0	0	6	0	0	0.00	
55	Kathryn Pendleton	0	2	0	0	0	0	0	0	0	0.00	
57	Directors, Visitors	6	2	0	0	0	1	17	5	1	311091.67	
<b>Tota</b>	<b>Total</b>	<b>807</b>	<b>75</b>	<b>4</b>	<b>0</b>	<b>53</b>	<b>663</b>	<b>663</b>	<b>31</b>	<b>373</b>	<b>1694931.87</b>	

Making Inspiration Happen



1&1  
1,250

SMART TRENDS

NEW BUSINESS

opportunities

Great Business  
Real Winners, sees

3,000  
BNI MEMBERSHIP SLIP

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 TODAY'S AND TOMORROW'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

PLEASE ALL...  
INTRODUCE MYSELF.

Expand Your Network

Join In  
Passion



Attendance  
95%

President's Message  
don't skip

WORTH THE EFFORT!



YOU STARTS HERE

STAYING POWER