

# Weekly VP Report

Silicon Valley BNI

For meeting 4/14/2011

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

# Presidents Message

## Quote of the Week:

- “Never look down on anybody unless you’re helping them up.” This quote is by Rev. Jesse Jackson

## □ Action Item of the Week:

- Your action for today is to find one person you generally ignore and engage them in conversation to see what you can do to help them.
- .

# 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:**

- ▣ Patricia DelGavio : pat@delgaviogroup.com

# VP Report 2010-2011

	4/14/11	Weekly Goal	4/1-9/30/2011	10/1/10 – 3/31/11	Annual Goal
<b>Closed Business</b>	\$62,803	\$60,000	\$110,646	<b>\$1,870,245</b>	\$3,000,000
<b>Referrals Passed</b>	35	60	71	<b>781</b>	3,000
<b>One to Ones</b>	24	30	48	<b>451</b>	1,250
<b>Visitors</b>	2	5	3	<b>36</b>	250
<b>Attendance</b>	85.19%	95%	83.33%	<b>84.53%</b>	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:

- **\$16,083 Dom Passanisi**
- **\$7,335 Danielle Terrazas**
- **\$6933 Mary Blaser**

## Referrals Given:

- **3 Referrals passed Patricia Del Gavio, Lizbeth Rhodes, David Joud and Larry Fox**
  
- 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:**

- 4/21 EJ Hong ?
- 4/28 John Jue & Ron DeAngelis
- 5/5 Malika Junaid & Patricia Del Gavio

## □ 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:**

□ :-

- 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 – 4/14/11:**
- **What is the value of one more person sitting in our room?**
- “We are a big chapter.”
- “We are a successful chapter.”
- “Heck, we set a goal of \$3 MM business referred for this year!”
- So how much difference could it make if I don’t come this week, or if we don’t get a visitor this week?
- Ah, fortunately, BNI HQ actually looks at these things.
- 
- So for all of last year, BNI took the #'s from all the chapters’ PALMS reports and pulled 3 data points:
- # members
- # absences
- # referrals given
- They figured how much business was generated per member at different attendance levels. Here is what they found.
- 
- From 100% attendance – 6.2 referrals per member/ per month
- From members missing just ONE meeting in the month, you’d figure, “OK, ¼ or 1/5 less attendance so how much impact would that have on the # of referrals passed?”
- 
- Guess . . . What impact does it have to miss one meeting per month?
- 
- The result was 3.0 referrals per member/per month! It cut the referrals down by over 50%.
- 
- Why? Momentum, Marketing Message, Continuity.
- 
- Your power team will continue to refer business to you. Those channels are well established.
- 
- But the referrals of opportunity that come because you are top of mind from being seen and heard every single week by those who are not in your power team, these die quickly.
- 
- The more ears that hear your message, and the deeper we build our relationships, the more referrals we get.
- 
- Our chapter’s vibrancy is guaranteed when we come, and when we invite visitors to keep our chapter growing!

# Upcoming Events

- **BNI Announcements for 4/14/2011**
- MSP Monday, April 18th at the Domain Hotel (1085 East El Camino Real, Sunnyvale) from 4-7pm Register Online at [bnisfbay.com](http://bnisfbay.com)
  - Any member is welcome to come to a refresher at any time and it is recommended that you do so at least once a year.
  - Registration: 3:00 – 4:00 pm
  - Time: 4:00 - 7:00 pm (food will be served)
  - \$25.00 fee
  - Fee can be paid on-line by credit card with registration or paid at the door with cash or check.
- Happy Birthday Melanie Hibbs on 4/19!

Silicon Valley BNI											
	4/14/2011										
#	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB
1	Dom Passanisi	1	0	0	0	0	0	1	0	0	16083
2	Danielle Terrazas	1	0	0	0	0	0	1	0	2	7335
3	Mary Blaser	1	0	0	0	0	2	2	0	0	6932.57
4	K.C. Anderson	1	0	0	0	0	0	1	0	0	4524.74
5	Michelle Rogers	0	1	0	0	0	0	0	0	0	4008.00
6	Lizbeth Rhodes	1	0	0	0	0	3	0	0	0	2740.94
7	E.J. Hong	1	0	0	0	0	1	0	0	0	2435.71
8	Charmaine Tu	1	0	0	0	0	0	0	0	1	2386.50
9	Krista Regeanz	1	0	0	0	0	2	0	0	1	2025.00
10	Stephanie Stafford	1	0	0	0	0	1	0	0	0	1187.00
11	Michael Prevot	1	0	0	0	0	1	6	0	5	1043.00
12	Michael Mok	1	0	0	0	0	0	0	0	0	1000.00
13	Janet Bocek	0	0	0	0	1	0	0	0	0	804.00
14	Jan Fong	1	0	0	0	0	0	0	0	0	632.00
15	Jeanne dePolo	1	0	0	0	0	1	0	0	1	580.00
16	Frona Kahn	1	0	0	0	0	1	0	0	0	547.00
17	Joe Khoei	1	0	0	0	0	1	1	0	2	450.00
18	Asen Angelov	1	0	0	0	0	1	2	0	0	340.00
19	Malika Junaid	1	0	0	0	0	0	0	0	4	316.00
20	David Joud	1	0	0	0	0	3	0	1	0	264.92
21	Peter Pazmanv	1	0	0	0	0	0	1	0	0	250.00
22	Scott Safadi	1	0	0	0	0	1	0	0	0	202.00
23	Doug Dixon	1	0	0	0	0	0	0	0	0	172.00
24	Ingrid Mult	1	0	0	0	0	0	2	0	0	150.00
25	Warren McCord	1	0	0	0	0	0	0	0	0	68.00
26	Patricia Cunningham	1	0	0	0	0	0	0	0	0	65.00
27	Wayne Morgan	1	0	0	0	0	1	1	0	3	0.00
28	Patricia Del Gavio	1	0	0	0	0	3	1	0	1	0.00
29	Bryant Busalacchi	1	0	0	0	0	1	2	0	1	0.00
30	Candice Normovle	1	0	0	0	0	1	0	0	1	0.00
31	Stephen Pappas	1	0	0	0	0	1	1	0	1	0.00
32	Larry Fox	0	0	0	0	1	0	0	0	1	0.00
33	Fred Wee	1	0	0	0	0	3	1	0	0	0.00
34	Poppie Rodriguez	1	0	0	0	0	2	3	0	0	0.00
35	Angela Leung	1	0	0	0	0	1	2	0	0	0.00
36	Jeannie Shea	1	0	0	0	0	1	0	0	0	0.00
37	John Jue	1	0	0	0	0	1	0	0	0	0.00
38	Ronald Leung	1	0	0	0	0	1	2	0	0	0.00
39	Travis Krepelka	1	0	0	0	0	1	0	0	0	0.00
40	Alicia Lucas	1	0	0	0	0	0	0	0	0	0.00
41	Brett Macauley	1	0	0	0	0	0	0	0	0	0.00
42	Garv Laine	1	0	0	0	0	0	0	0	0	0.00
43	George Talbot	1	0	0	0	0	0	0	0	0	0.00
44	Ginny Hagopian	1	0	0	0	0	0	0	0	0	0.00
45	James Stout	1	0	0	0	0	0	0	0	0	0.00
46	Melanie Hibbs	1	0	0	0	0	0	0	0	0	0.00
47	Nicol Bernhardt	0	1	0	0	0	0	0	0	0	0.00
48	Robert Davis	1	0	0	0	0	0	1	0	0	0.00
49	Ron DeAngelis	0	1	0	0	0	0	1	0	0	0.00
50	Directors, Visitors	2	0	0	0	0	0	3	1	0	6260.19
	<b>Total</b>	<b>46</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>35</b>	<b>35</b>	<b>2</b>	<b>24</b>	<b>62802.57</b>

	Silicon Valley BNI											
	04/01/2011											
	4/14/2011											
#	Name	P	A	L	M	S	RGI	RRI	V	1-2-1	TYFCB	
1	Dom Passanisi	2	0	0	0	0	0	2	0	0	17883	
2	Danielle Terrazas	1	1	0	0	0	0	2	0	3	11915	
3	Mary Blaser	2	0	0	0	0	3	2	0	0	8832.57	
4	Michelle Rogers	1	1	0	0	0	1	0	0	1	8100.06	
5	Stephanie Stafford	2	0	0	0	0	2	1	0	0	7272.00	
6	E.J. Hong	2	0	0	0	0	1	0	0	0	6285.71	
7	Malika Junaid	2	0	0	0	0	0	0	0	4	6251.00	
8	K.C. Anderson	2	0	0	0	0	1	1	0	1	4954.74	
9	Charmaine Tu	2	0	0	0	0	1	2	0	1	3436.50	
10	Doug Dixon	2	0	0	0	0	1	0	0	3	3172.00	
11	Lizbeth Rhodes	2	0	0	0	0	5	0	0	0	2805.72	
12	Patricia Del Gavio	2	0	0	0	0	6	3	0	1	2704.00	
13	Candice Normovle	2	0	0	0	0	1	0	0	1	2701.25	
14	Krista Reqedanz	2	0	0	0	0	4	1	0	2	2025.00	
15	Jan Fong	2	0	0	0	0	1	0	0	0	1188.78	
16	Michael Prevot	2	0	0	0	0	4	8	0	8	1187.00	
17	Michael Mok	2	0	0	0	0	0	2	0	1	1000.00	
18	Scott Safadi	2	0	0	0	0	2	0	0	0	941.00	
19	Janet Bocek	0	0	0	0	2	1	3	0	0	804.00	
20	Alicia Lucas	1	1	0	0	0	0	2	0	0	800.00	
21	Jeannie Shea	2	0	0	0	0	1	0	0	0	671.00	
22	Larry Fox	1	0	0	0	1	1	0	0	2	583.57	
23	Jeanne dePolo	2	0	0	0	0	2	0	0	2	580.00	
24	Frona Kahn	1	1	0	0	0	1	0	0	0	557.00	
25	Patricia Cunningham	2	0	0	0	0	1	0	0	0	555.00	
26	David Joud	2	0	0	0	0	4	0	2	1	467.61	
27	Joe Khoei	2	0	0	0	0	2	1	0	5	450.00	
28	Asen Angelov	1	1	0	0	0	1	2	0	0	340.00	
29	Ingrid Mult	2	0	0	0	0	0	3	0	0	300.00	
30	Ron DeAngelis	1	1	0	0	0	1	1	0	0	262.00	
31	Peter Pazmany	2	0	0	0	0	0	1	0	3	250.00	
32	Ronald Leung	2	0	0	0	0	3	2	0	0	220.00	
33	Angela Leung	2	0	0	0	0	3	2	0	1	144.78	
34	Warren McCord	1	1	0	0	0	0	0	0	0	68.00	
35	Stephen Pappas	2	0	0	0	0	1	1	0	1	64.78	
36	Wayne Morgan	2	0	0	0	0	2	3	0	6	0.00	
37	Bryant Busalacchi	2	0	0	0	0	2	5	0	1	0.00	
38	Fred Wee	2	0	0	0	0	5	1	0	0	0.00	
39	George Talbot	2	0	0	0	0	2	1	0	0	0.00	
40	Poppie Rodriguez	2	0	0	0	0	2	5	0	0	0.00	
41	James Stout	2	0	0	0	0	1	2	0	0	0.00	
42	John Jue	2	0	0	0	0	1	2	0	0	0.00	
43	Travis Krepelka	2	0	0	0	0	1	1	0	0	0.00	
44	Brett Macauley	2	0	0	0	0	0	0	0	0	0.00	
45	Garv Laine	2	0	0	0	0	0	0	0	0	0.00	
46	Ginnv Hagopian	2	0	0	0	0	0	1	0	0	0.00	
47	Melanie Hibbs	2	0	0	0	0	0	0	0	0	0.00	
48	Nicol Bernhardt	1	1	0	0	0	0	1	0	0	0.00	
49	Robert Davis	1	1	0	0	0	0	2	0	0	0.00	
50	Directors, Visitors	4	0	0	0	0	0	5	1	0	10873.19	
	<b>Total</b>	<b>90</b>	<b>15</b>	<b>0</b>	<b>0</b>	<b>3</b>	<b>71</b>	<b>71</b>	<b>3</b>	<b>48</b>	<b>110646.26</b>	

Silicon Valley BNI											
10/01/2010											
4/14/2011											
	<b>Name</b>	<b>P</b>	<b>A</b>	<b>L</b>	<b>M</b>	<b>S</b>	<b>RGI</b>	<b>RRI</b>	<b>V</b>	<b>1-2-1</b>	<b>TYFCB</b>
1	<b>Michael Prevot</b>	<b>24</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>40</b>	<b>55</b>	<b>2</b>	<b>55</b>	<b>238611.14</b>
2	<b>Michelle</b>	<b>17</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>12</b>	<b>6</b>	<b>0</b>	<b>16</b>	<b>152299.04</b>
3	<b>Janet Bocek</b>	<b>17</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>11</b>	<b>31</b>	<b>0</b>	<b>1</b>	<b>86461.97</b>
4	Lizbeth Rhodes	23	0	0	0	2	21	8	0	8	82500.36
5	Malika Junaid	20	0	0	0	5	25	3	3	7	68288.94
6	Stephen Pappas	22	3	0	0	0	9	6	1	3	67622.78
7	Brvant Busalacchi	24	1	0	0	0	13	24	0	19	65734.84
8	Marv Blaser	22	3	0	0	0	39	8	1	4	59189.07
9	Danielle Terrazas	19	5	0	0	1	11	28	0	14	55887.00
10	E.J. Hong	22	3	0	0	0	17	20	0	16	41308.50
11	Robert Davis	21	4	0	0	0	18	24	3	3	39937.00
12	Doug Dixon	22	2	0	0	1	11	24	0	9	37204.61
13	Nicol Bernhardt	21	4	0	0	0	12	15	0	2	36183.73
14	Jan Fong	22	1	0	0	2	15	14	1	4	34632.57
15	Scott Safadi	22	0	0	0	3	22	3	0	2	34052.00
16	Patricia Del Gavio	23	0	0	0	2	38	16	4	11	31244.87
17	Asen Angelov	20	3	0	0	2	15	20	0	6	30652.00
18	David Joud	24	0	0	0	1	15	5	6	28	30350.49
19	Melanie Hibbs	23	2	0	0	0	17	8	0	11	30138.13
20	Alicia Lucas	20	5	0	0	0	20	11	2	0	27102.00
21	Angela Leung	20	3	0	0	2	33	42	1	3	27001.12
22	Jeanne dePolo	22	2	0	0	1	23	9	0	8	25064.69
23	Warren McCord	20	3	0	0	2	13	13	0	3	22844.00
24	Charmaine Tu	22	1	0	0	2	24	18	2	3	21833.29
25	George Talbot	21	3	0	0	1	14	29	0	3	20407.16
26	Brett Macauley	21	0	0	0	4	17	8	1	8	19801.76
27	John Jue	24	0	0	0	1	5	29	0	7	19388.00
28	Peter Pazmany	24	1	0	0	0	20	33	0	15	19229.41
29	Candice	20	0	0	0	5	32	12	0	2	18705.28
30	Dom Passanisi	9	1	0	0	0	2	14	0	0	17883.00
31	Wayne Morgan	25	0	0	0	0	13	50	0	37	16838.00
32	Travis Krepelka	18	3	0	0	4	11	9	0	0	15255.00
33	Stephanie	24	1	0	0	0	13	7	0	5	15235.79
34	K.C. Anderson	23	0	0	0	2	15	23	0	14	14834.74
35	Ingrid Mult	22	2	0	0	1	13	30	0	11	14022.00
36	Ronald Leung	23	2	0	0	0	19	13	0	6	13920.00
37	Michael Mok	22	0	2	0	1	19	15	0	8	11973.00
38	Ron DeAngelis	17	2	0	0	6	12	3	0	1	9906.00
39	Krista Regeanz	23	1	0	0	1	14	8	0	23	9335.88
40	Jeannie Shea	19	3	0	0	3	12	6	1	5	8577.00
41	Joe Khoei	22	1	1	0	1	28	10	1	15	8502.63
42	Saurabh Verma	14	10	0	0	0	8	3	0	20	8177.00
43	Gary Laine	25	0	0	0	0	4	2	0	7	6337.00
44	Patricia	22	2	0	0	1	23	10	0	10	6092.11
45	Frona Kahn	20	4	0	0	1	34	8	0	9	5182.79
46	Poppie Rodriguez	25	0	0	0	0	6	52	0	4	4918.00
47	Ginny Hagopian	23	2	0	0	0	9	10	1	11	4678.00
48	Steve Sievers	4	9	0	0	0	3	7	0	0	784.00
49	Fred Wee	14	1	0	0	0	12	8	0	14	610.00
50	Larry Fox	7	0	0	0	1	4	0	0	7	583.57
51	James Stout	15	1	0	0	2	6	3	1	15	412.00
52	Kris McDonough	4	2	0	0	0	0	4	1	0	317.00
53	Allison Stember	6	10	0	0	0	4	3	0	5	306.00
54	Armando Palomar	2	3	1	0	0	2	4	0	0	140.00
55	Alice Locke	0	2	0	0	0	0	0	0	0	0.00
56	Kathryn Pendleton	0	2	0	0	0	0	0	0	0	0.00
57	Directors, Visitors	18	2	0	0	0	4	28	7	1	342395.51
	<b>Total</b>	<b>1068</b>	<b>121</b>	<b>4</b>	<b>0</b>	<b>72</b>	<b>852</b>	<b>852</b>	<b>39</b>	<b>499</b>	<b>1980891.8</b>

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