

Weekly VP Report

Silicon Valley BNI

For meeting 12/09/2010

Table of Contents

1. Presidents Message
2. Chapter Contacts
3. VP Report
4. Secretary Treasurer
5. Membership Committee
6. Educational Resources
7. Event Coordinators
8. Visitor Hosts
9. Member Announcements & Others

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

Presidents Message

Quote of the Week:

- “The best way to learn is to teach.”
This quote is by Phil Bedford, Master Franchisee Referral Institute, Middle East.

Action Item of the Week:

- Your action for this week is to teach one of your skills to someone with no knowledge of the subject.

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@theloansource.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

	12/09/10	Weekly Goal	4/1-9/30/2011	10/1/10 – 3/31/11	Annual Goal
Closed Business	\$67,456	\$60,000		\$1,091,725	\$3,000,000
Referrals Passed	42	60		315	3,000
One to Ones	16	30		151	1,250
Visitors	1	5		18	250
Attendance	87.23%	95%		86.96%	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:

- \$30,000– Asen Angelov
- \$15,215 Scott Safadi

Referrals Given:

- 5 Referrals passed Michael Prevot and Frona Kahn

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 + \$50,000 in order to reach our \$3,000,000 goal for this year.**
- **DARK DAYS (NO MEETING)**
 - **DECEMBER 23RD -2010**
 - **DECEMBER 30TH - 2010**

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:**

- 12/16 Mary Blaser and KC Anderson
- 1/6 Nicol Bernhardt and Saurabh Verma
- 1/13 Jeanne Shea and Jan Fong
- 1/20 James Stout and Michael Mok

□ 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:

- **James Stout**
- 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 November:
 - ▣ **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:

- \$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/
- 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

□ December 09, 2010

□ BNI Ed Speech – Your 10 minute presentation (12/9/10)

- In these last two Ed Moments of the year, we are going to talk about Presentations you get to give to your “sales force” here in the room. Today I will talk about your 10 minute presentation, and next week we will talk about your 25 second infomercial.
- Our VP rotates the 10 minute presentations through the membership. You will be presenting about every 6 months. You can check the VP report to see if you are scheduled in the next few weeks.
- What is the 10-minute presentation?
- A chance to give your usual 25 second presentation , only with enough time to get it right?
- An opportunity to teach us everything there is to know about your business in 10 min or less?
- Well, not exactly. The 10 minute is an opportunity for you to educate and help US to do 2 things:
- Identify great referrals for you
- What to say about you to our contacts
- Here are some interesting ideas in preparing for your 10 minute:
- Invite a client; even better, a group of fan clients!
- Invite people in your contact network who haven't been to BNI
- Prepare an interesting bio sheet – just enough surprise to get people listening!
- Bring a door prize that is linked to what you do.
- But most of all, what makes a good presentation?
- Answer: ***One that is remembered the next day – for the kind of referrals to look for, and what makes your business offering outstanding.***
- As you prepare, consider the following to make your 10 minute presentation memorable:
- Tell a STORY – about how the business started and grew
- Tell a STORY or show us – about a specific client situation that gives us a GREAT insight into what benefit your services or products bring.
- Tell a STORY – about a specific great referral
- You get the idea; stories have a lot of sticking power.
- Ask yourself these questions after you create your presentation:
- Was I specific enough so that someone could clearly describe a great referral?
- Will they be able to say one thing about my services that stands out?
- Will they be able to tell one story about a client of yours?
- And last, remember to:
- Check with Wayne Morgan the week before about your technical needs
- Write up a bio to be read before your presentation
- Bring your door prize
- Of course, be sure to practice before you get here so you can breathe . . .at least a little . . . while you are presenting.
-

Upcoming Events

12/09 Events Announcement:

- Thank you to our Holiday Planning Committee and Pat Del Gavio for helping to host our Annual BNI Holiday Party.
-
- **Tuesday, December 21, 2010 - BNI on Steroids - No Grinch's Allowed - Cost is FREE**
- *In this special two hour workshop, Mike Macedonio, President of the Referral Institute will help you transform your 30/60 second presentations. Your new presentation will capture the attention of your audience, allow them to easily identify prospects for you and inform them on what to do on your behalf. That's right, all in 30 to 60 seconds.*
In addition to learning and practicing your presentations Mike Macedonio will show you two of the most powerful secrets to your personal and Chapter success. This is real world data showing real world results.
All information, directions and the registration form are on our Regional bnisfbay.com calendar.
- **3. Friday, January 14, 2011 - Dr. Ivan Misner at Referrals for Life Day in Petaluma**
The flyer/registration form will be attached to the VP Report with time, location and cost. This information and registration form are also on our Regional bnisfbay.com website. Since this event is for next year you will need to go to the "Calendar Jump" at bottom of the calendar page for January 2011.
- Any questions can be emailed to jen@referralinstitute.com.

PALMS Report: Silicon Valley BNI

Dec-09-2010											
#	Name	P	A	L	M	S	R	R	V	1	Value
1	Asen Angelov	1	0	0	0	0	0	0	0	0	30000
2	Scott Safadi	0	0	0	0	1	0	0	0	0	15215
3	Michelle Rogers	1	0	0	0	0	2	0	0	1	3964
4	Angela Leung	1	0	0	0	0	2	2	0	0	3237
5	Lizbeth Rhodes	1	0	0	0	0	0	0	0	0	1581
6	Danielle Terrazas	1	0	0	0	0	0	2	0	1	1215
7	Candice Normoyle	1	0	0	0	0	2	1	0	0	1115
8	Patricia Del Gavio	1	0	0	0	0	4	1	1	0	1000
9	Jeanne dePolo	1	0	0	0	0	2	1	0	0	931
10	Michael Prevot	1	0	0	0	0	5	2	0	3	729
11	Ron DeAngelis	0	0	0	0	1	0	0	0	0	700
12	Ginny Hagopian	1	0	0	0	0	0	0	0	0	537
13	Janet Bocek	0	0	0	0	1	0	0	0	0	500
14	Brett Macauley	1	0	0	0	0	2	0	0	0	450
15	Robert Davis	1	0	0	0	0	0	0	0	0	400
16	Warren McCord	1	0	0	0	0	2	1	0	0	380
17	Charmaine Tu	1	0	0	0	0	0	2	0	0	325
18	Stephen Pappas	1	0	0	0	0	1	0	0	0	287
19	K.C. Anderson	1	0	0	0	0	0	1	0	2	207
20	Peter Pazmany	1	0	0	0	0	0	4	0	0	190
21	Frona Kahn	1	0	0	0	0	5	0	0	1	140
22	Stephanie Stafford	1	0	0	0	0	0	0	0	1	130
23	Poppie Rodriguez	1	0	0	0	0	0	2	0	0	120
24	David Joud	1	0	0	0	0	2	0	0	0	100
25	George Talbot	0	1	0	0	0	0	2	0	0	98
26	Krista Regedanz	1	0	0	0	0	0	0	0	0	95
27	Jeannie Shea	1	0	0	0	0	0	1	0	0	95
28	Ingrid Mult	1	0	0	0	0	1	3	0	0	65
29	Jan Fong	1	0	0	0	0	2	2	0	0	0
30	Joe Khoei	1	0	0	0	0	2	1	0	0	0
31	Nicol Bernhardt	1	0	0	0	0	1	0	0	0	0
32	Mary Blaser	1	0	0	0	0	1	0	0	0	0
33	Melanie Hibbs	1	0	0	0	0	1	0	0	0	0
34	E.J. Hong	1	0	0	0	0	1	2	0	0	0
35	Travis Krepelka	1	0	0	0	0	1	2	0	0	0
36	Alicia Lucas	1	0	0	0	0	1	2	0	0	0
37	Wayne Morgan	1	0	0	0	0	1	4	0	1	0
38	Saurabh Verma	1	0	0	0	0	1	0	0	1	0
39	Bryant Busalacchi	1	0	0	0	0	0	0	0	2	0
40	Patricia	1	0	0	0	0	0	1	0	0	0
41	Doug Dixon	1	0	0	0	0	0	1	0	0	0
42	John Jue	1	0	0	0	0	0	2	0	2	0
43	Malika Junaid	0	0	0	0	1	0	0	0	0	0
44	Gary Laine	1	0	0	0	0	0	0	0	0	0
45	Ronald Leung	1	0	0	0	0	0	0	0	1	0
46	Michael Mok	1	0	0	0	0	0	0	0	0	0
47	James Stout	0	1	0	0	0	0	0	0	0	0
48	Trey McAlister	0	0	0	0	0	0	0	0	0	0
49	Visitor(s)	0	0	0	0	0	0	0	0	0	3650
Tota		41	2	0	0	4	42	42	1	16	67456

PALMS Report: Silicon Valley BNI

Oct-01-2010 - Dec-09-2010

#	Name	P	A	L	M	S	R	R	V	1	Value
1	Michael Prevot	8	1	0	0	0	15	24	2	21	229591
2	Bryant Busalacchi	9	0	0	0	0	5	6	0	8	52283
3	Michelle Rogers	7	0	0	0	2	8	2	0	4	51285
4	Lizbeth Rhodes	8	0	0	0	1	5	1	0	1	45026
5	Janet Bocek	6	2	0	0	1	0	10	0	0	36067
6	Mary Blaser	8	1	0	0	0	14	2	0	3	35943
7	Asen Angelov	8	1	0	0	0	6	6	0	2	30000
8	E.J. Hong	8	1	0	0	0	11	9	0	5	29530
9	Melanie Hibbs	9	0	0	0	0	8	1	0	0	26431
10	Robert Davis	8	1	0	0	0	10	9	3	2	22069
11	Warren McCord	9	0	0	0	0	8	4	0	2	20579
12	Danielle Terrazas	7	1	0	0	1	4	13	0	3	19579
13	Scott Safadi	8	0	0	0	1	8	1	0	2	19542
14	Nicol Bernhardt	9	0	0	0	0	5	4	0	0	15733
15	Alicia Lucas	8	1	0	0	0	12	2	2	0	15716
16	John Jue	9	0	0	0	0	2	10	0	3	15715
17	Wayne Morgan	9	0	0	0	0	4	20	0	10	15373
18	Malika Junaid	8	0	0	0	1	9	0	3	0	15055
19	Doug Dixon	9	0	0	0	0	2	10	0	1	15050
20	Patricia Del Gavio	9	0	0	0	0	16	10	3	5	14161
21	Jeanne dePolo	9	0	0	0	0	8	3	0	0	12582
22	David Joud	8	0	0	0	1	5	1	2	13	12337
23	George Talbot	7	2	0	0	0	3	15	0	0	12118
24	Jan Fong	8	1	0	0	0	3	4	0	2	11456
25	Ronald Leung	7	2	0	0	0	6	4	0	1	10828
26	Angela Leung	8	0	0	0	1	11	16	0	1	10680
27	Travis Krepelka	6	2	0	0	1	3	2	0	0	10255
28	Ingrid Mult	9	0	0	0	0	6	12	0	3	9113
29	Saurabh Verma	8	0	0	0	0	5	2	0	14	7687
30	K.C. Anderson	9	0	0	0	0	5	5	0	9	7535
31	Candice Normoyle	7	0	0	0	2	12	7	0	0	7436
32	Charmaine Tu	8	0	0	0	1	11	11	1	0	6285
33	Gary Laine	9	0	0	0	0	2	2	0	1	5942
34	Jeannie Shea	8	1	0	0	0	7	5	0	2	4709
35	Ron DeAngelis	7	0	0	0	2	5	1	0	0	3578
36	Nate Schloss	0	1	0	0	0	0	0	0	0	3375
37	Stephen Pappas	9	0	0	0	0	4	1	0	0	3193
38	Stephanie Stafford	9	0	0	0	0	3	1	0	2	2508
39	Joe Khoei	7	1	0	0	1	6	5	0	0	2381
40	Brett Macauley	7	0	0	0	2	11	4	0	2	2051
41	Frona Kahn	6	2	0	0	1	16	4	0	2	1519
42	Poppie Rodriguez	9	0	0	0	0	2	19	0	1	1391
43	Ginny Hagopian	9	0	0	0	0	2	6	0	5	1068
44	Peter Pazmany	8	1	0	0	0	8	16	0	5	751
45	Michael Weed	0	1	0	0	0	0	0	0	0	560
46	Michael Mok	7	0	2	0	0	7	4	0	4	450
47	Jason Andrew	0	1	0	0	0	0	0	0	0	400
48	Kris McDonough	4	2	0	0	0	0	4	1	0	317
49	Krista Regedanz	8	0	0	0	1	3	1	0	8	295
50	Patricia	9	0	0	0	0	7	5	0	3	225
51	Armando Palomar	2	3	1	0	0	2	4	0	0	140
52	James Stout	1	1	0	0	0	0	0	0	1	0
53	Alice Locke Chezar	0	2	0	0	0	0	0	0	0	0
54	Kathryn Pendleton	0	2	0	0	0	0	0	0	0	0
55	Trey McAlister	2	0	0	0	0	0	0	0	0	0
56	Visitor(s)	1	0	0	0	0	0	7	1	0	213832
Tota		380	34	3	0	20	315	315	18	151	1091725

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