

# Weekly VP Report

Silicon Valley BNI

For meeting 12/16/2010

# 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:

- N/A

## Action Item of the Week:

- N/A

# 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

	12/16/10	Weekly Goal	4/1-9/30/2011	10/1/10 – 3/31/11	Annual Goal
<b>Closed Business</b>	\$76,451	\$60,000		\$1,168,176	\$3,000,000
<b>Referrals Passed</b>	31	60		346	3,000
<b>One to Ones</b>	14	30		165	1,250
<b>Visitors</b>	0	5		18	250
<b>Attendance</b>	87.50%	95%		87.01%	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:

- \$13,298– Robert Davis
- \$10,229 Janet Bocek
- \$8,122 David Joud

## Referrals Given:

- 4 Referrals passed Danielle Terrazzas
- 3 Referrals passed Janet Bocek

## 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.**
- **DARK DAYS (NO MEETING)**
- **DECEMBER 23<sup>RD</sup> -2010**
- **DECEMBER 30<sup>TH</sup> - 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](mailto:svbnivp@gmail.com)

# Secretary/Treasurer

## □ **Speaker Rotation:**

- **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](http://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](http://www.bnisfbay.com/calendar/index.php?act=calendar)

# Membership Committee

- **Renewals: Renewals effective March 1st, Due February 1st**
- **Krista Regedanz & Scott Safadi.**
- **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](mailto: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/](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

## □ December 16, 2010

- Your 25 sec infomercial
- 
- Every week you get a very brief 25 seconds to make a good impression on your sales team. There are just a few key ways to make the most out of that little window of time.
- 
- 1. Prepare in advance. You want to make sure you are leaving the message you intend AND you want to make sure you do not go over the time limit.
- 
- 2. Be memorable. If the rest of the chapter remembers your infomercial for longer than the 25 seconds it takes to deliver, then they will continue to think about you later in the day and week. They may even share what you said with their contacts BECAUSE it was memorable
- 
- 3. Above all else, be specific! When you ask for a specific referral, it is more likely that someone will have a name pop into their head of a person to refer. When I ask for a women between 25 and 35 years old who has had a baby in the last year, you may think of a specific friend. If I ask for someone with muscles, no one comes to mind. You have 52 weeks of the year to cycle through all the different specific referrals. Make them count.

# Upcoming Events

## 12/16 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](http://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](http://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](mailto:jen@referralinstitute.com).

## PALMS Report: Silicon Valley BNI

Dec-14-2010 - Dec-18-2010

#	Name	P	A	L	M	S	R	R	V	1	Value
1	Robert Davis	1	0	0	0	0	1	0	0	0	13298
2	Janet Bocek	1	0	0	0	0	3	1	0	0	10229
3	David Joud	1	0	0	0	0	1	0	0	1	8122
4	Michelle Rogers	1	0	0	0	0	1	0	0	1	6470
5	Doug Dixon	0	1	0	0	0	0	1	0	0	6214
6	Nicol Bernhardt	1	0	0	0	0	2	4	0	0	5611
7	Malika Junaid	0	0	0	0	1	0	0	0	0	4444
8	Brett Macauley	1	0	0	0	0	0	1	0	1	3250
9	Ron DeAngelis	1	0	0	0	0	1	0	0	0	2372
10	Jeanne dePolo	1	0	0	0	0	1	0	0	1	1757
11	Lizbeth Rhodes	1	0	0	0	0	0	0	0	0	1240
12	Bryant Busalacchi	1	0	0	0	0	1	0	0	0	1083
13	Patricia Del Gavio	1	0	0	0	0	1	0	0	1	911
14	Danielle Terrazas	1	0	0	0	0	0	3	0	0	882
15	Charmaine Tu	1	0	0	0	0	4	0	0	0	852
16	Scott Safadi	0	0	0	0	1	0	0	0	0	600
17	Melanie Hibbs	1	0	0	0	0	0	0	0	0	523
18	Alicia Lucas	1	0	0	0	0	1	1	0	0	500
19	Michael Prevot	1	0	0	0	0	1	3	0	0	500
20	Saurabh Verma	1	0	0	0	0	1	0	0	1	430
21	Peter Pazmany	1	0	0	0	0	0	0	0	2	400
22	Warren McCord	1	0	0	0	0	0	1	0	0	156
23	K.C. Anderson	1	0	0	0	0	0	3	0	0	145
24	Jan Fong	1	0	0	0	0	0	1	0	0	131
25	Candice Normoyle	1	0	0	0	0	1	1	0	0	130
26	Angela Leung	0	1	0	0	0	0	2	0	0	114
27	James Stout	1	0	0	0	0	0	0	0	1	110
28	George Talbot	1	0	0	0	0	0	0	0	0	65
29	Mary Blaser	0	1	0	0	0	0	0	0	0	43
30	Krista Regedanz	1	0	0	0	0	0	1	0	2	0
31	Ginny Hagopian	1	0	0	0	0	1	0	0	1	0
32	Wayne Morgan	1	0	0	0	0	1	1	0	1	0
33	Asen Angelov	1	0	0	0	0	0	1	0	1	0
34	Patricia	1	0	0	0	0	2	0	0	0	0
35	Frona Kahn	1	0	0	0	0	2	0	0	0	0
36	Joe Khoei	1	0	0	0	0	1	0	0	0	0
37	Travis Krepelka	1	0	0	0	0	1	0	0	0	0
38	Ronald Leung	1	0	0	0	0	1	0	0	0	0
39	Michael Mok	1	0	0	0	0	1	2	0	0	0
40	Stephanie Stafford	1	0	0	0	0	1	0	0	0	0
41	E.J. Hong	1	0	0	0	0	0	0	0	0	0
42	John Jue	1	0	0	0	0	0	0	0	0	0
43	Gary Laine	1	0	0	0	0	0	0	0	0	0
44	Ingrid Mult	0	1	0	0	0	0	3	0	0	0
45	Stephen Pappas	1	0	0	0	0	0	0	0	0	0
46	Poppie Rodriguez	1	0	0	0	0	0	0	0	0	0
47	Jeannie Shea	1	0	0	0	0	0	0	0	0	0
48	Allison Stember	1	0	0	0	0	0	1	0	0	0
49	Trey McAlister	0	0	0	0	0	0	0	0	0	0
50	Visitor(s)	0	0	0	0	0	0	0	0	0	5869
<b>Tota</b>		<b>42</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>31</b>	<b>31</b>	<b>0</b>	<b>14</b>	<b>76451</b>

## PALMS Report: Silicon Valley BNI

Oct-01-2010 - Dec-16-2010

#	Name	P	A	L	M	S	R	R	V	1	Value
1	Michael Prevot	9	1	0	0	0	16	27	2	21	230091
2	Michelle Rogers	8	0	0	0	2	9	2	0	5	57755
3	Bryant Busalacchi	10	0	0	0	0	6	6	0	8	53366
4	Janet Bocek	7	2	0	0	1	3	11	0	0	46296
5	Lizbeth Rhodes	9	0	0	0	1	5	1	0	1	46266
6	Mary Blaser	8	2	0	0	0	14	2	0	3	35986
7	Robert Davis	9	1	0	0	0	11	9	3	2	35367
8	Asen Angelov	9	1	0	0	0	6	7	0	3	30000
9	E.J. Hong	9	1	0	0	0	11	9	0	5	29530
10	Melanie Hibbs	10	0	0	0	0	8	1	0	0	26954
11	Nicol Bernhardt	10	0	0	0	0	7	8	0	0	21344
12	Doug Dixon	9	1	0	0	0	2	11	0	1	21264
13	Warren McCord	10	0	0	0	0	8	5	0	2	20735
14	Danielle Terrazas	8	1	0	0	1	4	16	0	3	20461
15	David Joud	9	0	0	0	1	6	1	2	14	20459
16	Scott Safadi	8	0	0	0	2	8	1	0	2	20142
17	Malika Junaid	8	0	0	0	2	9	0	3	0	19499
18	Alicia Lucas	9	1	0	0	0	13	3	2	0	16216
19	John Jue	10	0	0	0	0	2	10	0	3	15715
20	Wayne Morgan	10	0	0	0	0	5	21	0	11	15373
21	Patricia Del Gavio	10	0	0	0	0	17	10	3	6	15072
22	Jeanne dePolo	10	0	0	0	0	9	3	0	1	14339
23	George Talbot	8	2	0	0	0	3	15	0	0	12183
24	Jan Fong	9	1	0	0	0	3	5	0	2	11587
25	Ronald Leung	8	2	0	0	0	7	4	0	1	10828
26	Angela Leung	8	1	0	0	1	11	18	0	1	10794
27	Travis Krepelka	7	2	0	0	1	4	2	0	0	10255
28	Ingrid Mult	9	1	0	0	0	6	15	0	3	9113
29	Saurabh Verma	9	0	0	0	0	6	2	0	15	8117
30	K.C. Anderson	10	0	0	0	0	5	8	0	9	7680
31	Candice Normoyle	8	0	0	0	2	13	8	0	0	7566
32	Charmaine Tu	9	0	0	0	1	15	11	1	0	7137
33	Ron DeAngelis	8	0	0	0	2	6	1	0	0	5950
34	Gary Laine	10	0	0	0	0	2	2	0	1	5942
35	Brett Macauley	8	0	0	0	2	11	5	0	3	5301
36	Jeannie Shea	9	1	0	0	0	7	5	0	2	4709
37	Nate Schloss	0	1	0	0	0	0	0	0	0	3375
38	Stephen Pappas	10	0	0	0	0	4	1	0	0	3193
39	Stephanie Stafford	10	0	0	0	0	4	1	0	2	2508
40	Joe Khoei	8	1	0	0	1	7	5	0	0	2381
41	Frona Kahn	7	2	0	0	1	18	4	0	2	1519
42	Poppie Rodriguez	10	0	0	0	0	2	19	0	1	1391
43	Peter Pazmany	9	1	0	0	0	8	16	0	7	1151
44	Ginny Hagopian	10	0	0	0	0	3	6	0	6	1068
45	Michael Weed	0	1	0	0	0	0	0	0	0	560
46	Michael Mok	8	0	2	0	0	8	6	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	9	0	0	0	1	3	2	0	10	295
50	Patricia	10	0	0	0	0	9	5	0	3	225
51	Armando Palomar	2	3	1	0	0	2	4	0	0	140
52	James Stout	2	1	0	0	0	0	0	0	2	110
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	Allison Stember	1	0	0	0	0	0	1	0	0	0
56	Trey McAlister	2	0	0	0	0	0	0	0	0	0
57	Visitor(s)	1	0	0	0	0	0	7	1	0	219701
<b>Tota</b>		<b>422</b>	<b>38</b>	<b>3</b>	<b>0</b>	<b>22</b>	<b>346</b>	<b>346</b>	<b>18</b>	<b>165</b>	<b>1168176</b>

Making Inspiration Happen



1&1  
1,250

SMART TRENDS

NEW BUSINESS

opportunities

3,000  
BNI MEMBERSHIP SLIP

Great Business  
Real Winners, sees

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



WE INVITE YOU TO EXPLORE

Welcome



INTRODUCE MYSELF.

JoinIn  
Expand Your Network

100+ years of experience

Attendance  
95%  
President's Message  
don't skip  
WORTH THE EFFORT!



YOU STARTS HERE

STAYING POWER

the power of 10