

Weekly VP Report

Silicon Valley BNI

For meeting 1/6/2011

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

Presidents Message

Quote of the Week:

- Dear Santa: Next year all I want for Christmas is thick hair and a thin
- body. Please do not mix them up like you did this year.

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

	1/06/11	Weekly Goal	4/1-9/30/2011	10/1/10 – 3/31/11	Annual Goal
Closed Business	\$117,067	\$60,000		\$1,285,243	\$3,000,000
Referrals Passed	32	60		378	3,000
One to Ones	11	30		176	1,250
Visitors	2	5		20	250
Attendance	82.0%	95%		86.54%	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:

- \$18,586– Michelle Rogers
- \$11,103 Peter Pazmany

Referrals Given:

- 3 Referrals passed Mary Blaser, Janet Bocek and Joe Khoei

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.**

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:**

- **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: 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 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 membershipsbn@gmail.com.

Educational Moment

□ Jan 6, 2011

- Happy new year BNI!
- As we start out the new year, I thought it would be a good time to do a little housekeeping.
-
- 1. It has come to my attention that many of you do not know what the PALMS acronym stands for in the Palms report. so, here it is:
- P - Present - the number of times you have been in your seat at the meeting
- A - Absent - no one is in your seat at the meeting
- L - Late - you sat down after Doug started the meeting...which counts in you total absences
- M - Medical - someone on medical leave? just had a baby? etc
- S - Subs - Send a sub whenever you can to help us keep YOU in our thoughts throughout the week.
-
- 2. We are now halfway through the term and it is a great time to see where your stats are.
- A- how many meetings have you missed and have you had subs. you get 3 A's and 3 or more S's to total 6 times that YOU are not in your BNI seat each term.
- (remember a sub or any visitor who has NOT submitted an application can only come 2 times per term)
- B - how much closed business have you GIVEN? \$1000 Minimum for new members and \$3000 per term for the rest of you. are you close? over? what was your GIVING goal for the term and how do you stack up?
- If you are short, stay tuned for the next few educational moments for more ideas on how to give better referrals that will lead to more closed business.
-
- Remember, if you focus on your GIVING, what you receive will simply be the result.
- Givers gain to all and to all a happy new year!

Upcoming Events

1/6 Events Announcement:

- **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-14-2010 - Dec-18-2010

#	Name	P	A	L	M	S	R	R	V	1	Value
1	Michelle Rogers	1	0	0	0	0	2	0	0	0	18586
2	Peter Pazmany	1	0	0	0	0	0	0	0	1	11103
3	Mary Blaser	1	0	0	0	0	3	1	0	0	10150
4	Scott Safadi	1	0	0	0	0	2	0	0	0	5032
5	David Joud	1	0	0	0	0	0	1	0	0	4395
6	Danielle Terrazas	1	0	0	0	0	0	0	0	0	4322
7	Doug Dixon	1	0	0	0	0	1	2	0	0	3132
8	Bryant Busalacchi	1	0	0	0	0	1	2	0	0	3000
9	Charmaine Tu	1	0	0	0	0	1	0	0	1	2954
10	Janet Bocek	1	0	0	0	0	3	0	0	0	2874
11	Joe Khoei	1	0	0	0	0	3	1	1	0	2746
12	Michael Prevot	1	0	0	0	0	2	2	0	3	2048
13	Michael Mok	1	0	0	0	0	1	0	0	0	2000
14	Jan Fong	0	0	0	0	1	0	0	0	0	1820
15	Alicia Lucas	1	0	0	0	0	0	1	0	0	1785
16	Jeannie Shea	0	1	0	0	0	0	0	0	0	1742
17	Jeanne dePolo	0	1	0	0	0	0	1	0	0	1735
18	Angela Leung	0	0	0	0	1	0	2	0	0	1701
19	Ginny Hagopian	1	0	0	0	0	1	0	0	0	1682
20	Malika Junaid	0	0	0	0	1	2	0	0	0	1574
21	Stephen Pappas	0	1	0	0	0	0	0	0	0	1444
22	Ingrid Mult	1	0	0	0	0	0	1	0	0	1443
23	Brett Macauley	1	0	0	0	0	1	0	0	0	1360
24	Stephanie Stafford	1	0	0	0	0	0	0	0	0	1350
25	Lizbeth Rhodes	1	0	0	0	0	1	0	0	0	1174
26	K.C. Anderson	0	0	0	0	1	0	0	0	0	1174
27	Poppie Rodriguez	1	0	0	0	0	0	0	0	0	1013
28	Patricia Del Gavio	1	0	0	0	0	0	1	0	0	820
29	Ron DeAngelis	1	0	0	0	0	1	0	0	0	666
30	Krista Regedanz	1	0	0	0	0	1	0	0	0	600
31	George Talbot	1	0	0	0	0	2	1	0	0	460
32	Robert Davis	1	0	0	0	0	1	2	0	0	450
33	Asen Angelov	1	0	0	0	0	0	2	0	0	312
34	Candice Normoyle	1	0	0	0	0	1	1	0	0	307
35	E.J. Hong	1	0	0	0	0	0	3	0	0	220
36	Frona Kahn	0	1	0	0	0	0	0	0	0	220
37	Nicol Bernhardt	1	0	0	0	0	0	2	0	0	100
38	Melanie Hibbs	1	0	0	0	0	1	0	0	0	0
39	Ronald Leung	1	0	0	0	0	1	0	0	0	0
40	Patricia	0	1	0	0	0	0	0	0	1	0
41	John Jue	1	0	0	0	0	0	1	0	0	0
42	Travis Krepelka	1	0	0	0	0	0	0	0	0	0
43	Gary Laine	1	0	0	0	0	0	0	0	0	0
44	Warren McCord	1	0	0	0	0	0	0	0	0	0
45	Wayne Morgan	1	0	0	0	0	0	3	0	2	0
46	Allison Stember	1	0	0	0	0	0	0	0	1	0
47	James Stout	1	0	0	0	0	0	0	0	1	0
48	Saurabh Verma	1	0	0	0	0	0	1	0	1	0
49	Fred Wee	1	0	0	0	0	0	0	0	0	0
50	Trey McAlister	1	0	0	0	0	0	0	0	0	0
51	Visitor(s)	0	0	0	0	0	0	1	1	0	19573
Tota		41	5	0	0	4	32	32	2	11	117067

PALMS Report: Silicon Valley BNI

Oct-01-2010 - Jan-6-2010

#	Name	P	A	L	M	S	R	R	V	1	Value
1	Michael Prevot	10	1	0	0	0	18	29	2	24	232139
2	Michelle Rogers	9	0	0	0	2	11	2	0	5	76341
3	Bryant Busalacchi	11	0	0	0	0	7	8	0	8	56366
4	Janet Bocek	8	2	0	0	1	6	11	0	0	49170
5	Lizbeth Rhodes	10	0	0	0	1	6	1	0	1	47440
6	Mary Blaser	9	2	0	0	0	17	3	0	3	46136
7	Robert Davis	10	1	0	0	0	12	11	3	2	35817
8	Asen Angelov	10	1	0	0	0	6	9	0	3	30312
9	E.J. Hong	10	1	0	0	0	11	12	0	5	29750
10	Melanie Hibbs	11	0	0	0	0	9	1	0	0	26954
11	Scott Safadi	9	0	0	0	2	10	1	0	2	25174
12	David Joud	10	0	0	0	1	6	2	2	14	24854
13	Danielle Terrazas	9	1	0	0	1	4	16	0	3	24783
14	Doug Dixon	10	1	0	0	0	3	13	0	1	24396
15	Nicol Bernhardt	11	0	0	0	0	7	10	0	0	21444
16	Malika Junaid	8	0	0	0	3	11	0	3	0	21073
17	Warren McCord	11	0	0	0	0	8	5	0	2	20735
18	Alicia Lucas	10	1	0	0	0	13	4	2	0	18001
19	Jeanne dePolo	10	1	0	0	0	9	4	0	1	16074
20	Patricia Del Gavio	11	0	0	0	0	17	11	3	6	15892
21	John Jue	11	0	0	0	0	2	11	0	3	15715
22	Wayne Morgan	11	0	0	0	0	5	24	0	13	15373
23	Jan Fong	9	1	0	0	1	3	5	0	2	13407
24	George Talbot	9	2	0	0	0	5	16	0	0	12643
25	Angela Leung	8	1	0	0	2	11	20	0	1	12495
26	Peter Pazmany	10	1	0	0	0	8	16	0	8	12254
27	Ronald Leung	9	2	0	0	0	8	4	0	1	10828
28	Ingrid Mult	10	1	0	0	0	6	16	0	3	10556
29	Travis Krepelka	8	2	0	0	1	4	2	0	0	10255
30	Charmaine Tu	10	0	0	0	1	16	11	1	1	10091
31	K.C. Anderson	10	0	0	0	1	5	8	0	9	8854
32	Saurabh Verma	10	0	0	0	0	6	3	0	16	8117
33	Candice Normoyle	9	0	0	0	2	14	9	0	0	7873
34	Brett Macauley	9	0	0	0	2	12	5	0	3	6661
35	Ron DeAngelis	9	0	0	0	2	7	1	0	0	6616
36	Jeannie Shea	9	2	0	0	0	7	5	0	2	6451
37	Gary Laine	11	0	0	0	0	2	2	0	1	5942
38	Joe Khoei	9	1	0	0	1	10	6	1	0	5127
39	Stephen Pappas	10	1	0	0	0	4	1	0	0	4637
40	Stephanie Stafford	11	0	0	0	0	4	1	0	2	3858
41	Nate Schloss	0	1	0	0	0	0	0	0	0	3375
42	Ginny Hagopian	11	0	0	0	0	4	6	0	6	2750
43	Michael Mok	9	0	2	0	0	9	6	0	4	2450
44	Poppie Rodriguez	11	0	0	0	0	2	19	0	1	2404
45	Frona Kahn	7	3	0	0	1	18	4	0	2	1739
46	Krista Regedanz	10	0	0	0	1	4	2	0	10	895
47	Michael Weed	0	1	0	0	0	0	0	0	0	560
48	Jason Andrew	0	1	0	0	0	0	0	0	0	400
49	Kris McDonough	4	2	0	0	0	0	4	1	0	317
50	Patricia	10	1	0	0	0	9	5	0	4	225
51	Armando Palomar	2	3	1	0	0	2	4	0	0	140
52	James Stout	3	1	0	0	0	0	0	0	3	110
53	Allison Stember	2	0	0	0	0	0	1	0	1	0
54	Alice Locke Chezar	0	2	0	0	0	0	0	0	0	0
55	Kathryn Pendleton	0	2	0	0	0	0	0	0	0	0
56	Fred Wee	1	0	0	0	0	0	0	0	0	0
57	Trey McAlister	3	0	0	0	0	0	0	0	0	0
58	Visitor(s)	1	0	0	0	0	0	8	2	0	239274
Tota		463	43	3	0	26	378	378	20	176	1285243

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.



BREAK RECORDS THIS YEAR

The big picture

Make your business stand out

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