

Weekly VP Report

Silicon Valley BNI

For meeting 12/02/2010

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

Presidents Message

Quote of the Week:

- “Concern should drive us into action and not into a depression.” This quote is by Karen Horney, American Psychoanalyst.

Action Item of the Week:

- Your action for this week is to identify what you are most worried about in your business. Then make a plan to deal with it – connect with chapter members who can help you or ask for a referral to someone who can!

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

	12/02/10	Weekly Goal	4/1-9/30/2011	10/1/10 – 3/31/11	Annual Goal
Closed Business	\$94,243	\$60,000		\$1,024,269	\$3,000,000
Referrals Passed	28	60		273	3,000
One to Ones	18	30		135	1,250
Visitors	1	5		17	250
Attendance	89.36%	95%		86.92%	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:

- \$16,096– Mike Prevot
- \$9,607– Mary Blaser
- \$8,605- Robert Davis

Referrals Given:

- 3 Referrals Malika Junaid and Ronald Leung

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:**

- **12/9 Asen Angelov and Angela Leung**
- **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 membershipsbn@gmail.com.

Educational Moment

□ **December 02, 2010**

- **“Referrals – Setting the Intention to Give”**
- Nordstrom guides the behavior of 100’s of associates across the world with one statement:
- “We are the #1 retailer in customer service”. So, whether it means receiving a year old return or ironing a customer’s new shirt from another store (true story), all employees have a guiding principle. Setting this intention for every member of the Nordstrom team has led to behaviors – almost counter-intuitively - to the ultimate desired outcome – loyal customers who pay a premium for great service.
- How does this relate to BNI?
- What do we hear every week? “We are the biggest givers”. Just like Nordstrom, BNI has figured out that our success – for this Chapter and for each of US in the growth of our own business is based on GIVING, not receiving.
- So our Ed Moment today is a challenge: Set yourself a goal for the number of referrals you will give each week. Set a stretch goal; maybe one more for the month than you think you can. Then TRACK your success and watch how your business grows from GIVING referrals. Let us know if you have a great story to share on this . . . Because – of course – we are the biggest givers!

Upcoming Events

12/02 Events Announcement:

- **Sunday, December 5th BNI Holiday Brunch**
- Thank you to MOST of you for responding to the Evite. There are, however, 21 of you who haven't yet responded. Please, please respond, even if it's a maybe. We need a headcount. Hope to see you on Sunday!
- If you would like an event announced please let Candice or Angela

Have an announcement to make?
Member announcements available if received by 5pm on Tuesdays.

PALMS Report: Silicon Valley BNI: Dec-02-2010

	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	Michael Prevot	1	0	0	0	0	2	7	0	5	16096
2	Mary Blaser	1	0	0	0	0	1	0	0	0	9607
3	Robert Davis	0	1	0	0	0	1	0	0	0	8605
4	Malika Junaid	1	0	0	0	0	3	0	0	0	6900
5	Michelle Rogers	1	0	0	0	0	0	0	0	1	6460
6	Danielle Terrazas	1	0	0	0	0	1	3	0	1	2815
7	Doug Dixon	1	0	0	0	0	0	2	0	0	2800
8	Warren McCord	1	0	0	0	0	1	0	0	1	1976
9	Jeannie Shea	1	0	0	0	0	2	1	0	1	1719
10	Jeanne dePolo	1	0	0	0	0	1	0	0	0	1525
11	Candice Normoyle	1	0	0	0	0	2	0	0	0	1150
12	Charmaine Tu	1	0	0	0	0	0	0	0	0	873
13	Alicia Lucas	1	0	0	0	0	0	0	0	0	860
14	Poppie Rodriguez	1	0	0	0	0	0	1	0	0	725
15	Angela Leung	1	0	0	0	0	0	3	0	0	704
16	E.J. Hong	1	0	0	0	0	0	0	0	0	576
17	Lizbeth Rhodes	1	0	0	0	0	0	0	0	0	561
18	Ronald Leung	1	0	0	0	0	3	0	0	0	521
19	Ingrid Mult	1	0	0	0	0	0	0	0	1	503
20	Michael Mok	1	0	0	0	0	0	2	0	0	300
21	David Joud	1	0	0	0	0	0	0	0	2	273
22	Janet Bocek	0	1	0	0	0	0	2	0	0	238
23	Gary Laine	1	0	0	0	0	0	0	0	1	200
24	Stephen Pappas	1	0	0	0	0	0	0	0	0	186
25	Stephanie Stafford	1	0	0	0	0	0	0	0	0	179
26	Frona Kahn	0	0	0	0	1	1	0	0	0	168
27	Jan Fong	1	0	0	0	0	0	0	0	0	168
28	Patricia Del Gavio	1	0	0	0	0	1	0	1	0	106
29	Scott Safadi	1	0	0	0	0	0	0	0	0	80
30	Peter Pazmany	1	0	0	0	0	0	1	0	0	72
31	Ginny Hagopian	1	0	0	0	0	0	0	0	0	70
32	K.C. Anderson	1	0	0	0	0	1	0	0	1	0
33	Bryant Busalacchi	1	0	0	0	0	1	0	0	1	0
34	Saurabh Verma	1	0	0	0	0	1	0	0	1	0
35	Wayne Morgan	1	0	0	0	0	0	0	0	1	0
36	James Stout	1	0	0	0	0	0	0	0	1	0
37	Nicol Bernhardt	1	0	0	0	0	2	1	0	0	0
38	Ron DeAngelis	1	0	0	0	0	2	0	0	0	0
39	Patricia	1	0	0	0	0	1	1	0	0	0
40	Joe Khoei	1	0	0	0	0	1	0	0	0	0
41	Asen Angelov	1	0	0	0	0	0	0	0	0	0
42	Melanie Hibbs	1	0	0	0	0	0	0	0	0	0
43	John Jue	1	0	0	0	0	0	3	0	0	0
44	Travis Krepelka	0	0	0	0	1	0	0	0	0	0
45	Brett Macauley	0	0	0	0	1	0	0	0	0	0
46	Krista Regedanz	1	0	0	0	0	0	0	0	0	0
47	George Talbot	1	0	0	0	0	0	1	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	27227
Tota		42	2	0	0	3	28	28	1	18	94243

PALMS Report: Silicon Valley BNI: October-1-2010 - March 31 2011

	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	Michael Prevot	7	1	0	0	0	10	22	2	18	228862
2	Bryant Busalacchi	8	0	0	0	0	5	6	0	6	52283
3	Michelle Rogers	6	0	0	0	2	6	2	0	3	47321
4	Lizbeth Rhodes	7	0	0	0	1	5	1	0	1	43445
5	Mary Blaser	7	1	0	0	0	13	2	0	3	35943
6	Janet Bocek	6	2	0	0	0	0	10	0	0	35567
7	E.J. Hong	7	1	0	0	0	10	7	0	5	29530
8	Melanie Hibbs	8	0	0	0	0	7	1	0	0	26431
9	Robert Davis	7	1	0	0	0	10	9	3	2	21669
10	Warren McCord	8	0	0	0	0	6	3	0	2	20199
11	Danielle Terrazas	6	1	0	0	1	4	11	0	2	18364
12	Nicol Bernhardt	8	0	0	0	0	4	4	0	0	15733
13	Alicia Lucas	7	1	0	0	0	11	0	2	0	15716
14	John Jue	8	0	0	0	0	2	8	0	1	15715
15	Wayne Morgan	8	0	0	0	0	3	16	0	9	15373
16	Malika Junaid	8	0	0	0	0	9	0	3	0	15055
17	Doug Dixon	8	0	0	0	0	2	9	0	1	15050
18	Patricia Del Gavio	8	0	0	0	0	12	9	2	5	13161
19	David Joud	7	0	0	0	1	3	1	2	13	12237
20	George Talbot	7	1	0	0	0	3	13	0	0	12020
21	Jeanne dePolo	8	0	0	0	0	6	2	0	0	11651
22	Jan Fong	7	1	0	0	0	1	2	0	2	11456
23	Ronald Leung	6	2	0	0	0	6	4	0	0	10828
24	Travis Krepelka	5	2	0	0	1	2	0	0	0	10255
25	Ingrid Mult	8	0	0	0	0	5	9	0	3	9048
26	Saurabh Verma	7	0	0	0	0	4	2	0	13	7687
27	Angela Leung	7	0	0	0	1	9	14	0	1	7443
28	K.C. Anderson	8	0	0	0	0	5	4	0	7	7328
29	Candice Normoyle	6	0	0	0	2	10	6	0	0	6321
30	Charmaine Tu	7	0	0	0	1	11	9	1	0	5960
31	Gary Laine	8	0	0	0	0	2	2	0	1	5942
32	Jeannie Shea	7	1	0	0	0	7	4	0	2	4614
33	Scott Safadi	8	0	0	0	0	8	1	0	2	4327
34	Nate Schloss	0	1	0	0	0	0	0	0	0	3375
35	Stephen Pappas	8	0	0	0	0	3	1	0	0	2906
36	Ron DeAngelis	7	0	0	0	1	5	1	0	0	2878
37	Joe Khoei	6	1	0	0	1	4	4	0	0	2381
38	Stephanie Stafford	8	0	0	0	0	3	1	0	1	2378
39	Brett Macauley	6	0	0	0	2	9	4	0	2	1601
40	Frona Kahn	5	2	0	0	1	11	4	0	1	1379
41	Poppie Rodriguez	8	0	0	0	0	2	17	0	1	1271
42	Peter Pazmany	7	1	0	0	0	8	12	0	5	561
43	Michael Weed	0	1	0	0	0	0	0	0	0	560
44	Ginny Hagopian	8	0	0	0	0	2	6	0	5	531
45	Michael Mok	6	0	2	0	0	7	4	0	4	450
46	Jason Andrew	0	1	0	0	0	0	0	0	0	400
47	Kris McDonough	4	2	0	0	0	0	4	1	0	317
48	Patricia	8	0	0	0	0	7	4	0	3	225
49	Krista Regedanz	7	0	0	0	1	3	1	0	8	200
50	Armando Palomar	2	3	1	0	0	2	4	0	0	140
51	Asen Angelov	7	1	0	0	0	6	6	0	2	0
52	James Stout	1	0	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	210182
Tota		339	32	3	0	16	273	273	17	135	1024269

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



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