



BNI Newsletter

The Newsletter for Networkers!

February 2009

In This Issue

International Networking Week

2009 Membership Extravaganza

BNI Golf - Save the Date!

Marlborough Chapter Member Named Business Person of the Year!

Team Member of The Month!

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International Networking Week



During the week of February 2nd, BNI Mass simultaneously joined thousands of people all over the world to celebrate International Networking Week.

In Waltham, BNI Accelerators had an event on February 3rd where they celebrated by creating an awareness of the process of networking - an approach to doing business based on building long-term, successful relationships with people through the networking process.

On February 5th Jillian's of Worcester hosted an International Networking Week Mixer that celebrated the key role networking plays in the development and success of businesses across the world. Trave Harmon, CEO of Triton Technologies and member of BNI Profit Rockets says, "It was a wonderful business mixer with a diverse range of businesses and people. Each one a great business person that I would like to know more about and their business and hopefully we can do business together in the future." Bruce Tretter, a non member who attended the mixer says, "I had a great time at the BNI mixer. Vibrant crowd. Learned a lot about the economy from a Wachovia financial advisor. Glad I went." Judith Newton of Wachovia Securities and member of the Professional Networking Associates in Leominster and Trave Harmon were the co-sponsors of the event. We thank them for their support of International Networking Week and hope that you will all reach out to them to learn more about what they do.

2009 Membership Extravaganza



The 2009 Membership Extravaganza is right around the corner. Over 100 BNI winners and their guests will be sailing on Carnival Cruise Lines' "Imagination."

To qualify, all your chapter has to do is sponsor six new members between March 30th and May 29th, 2009. Just six new members and your chapter qualifies for the drawing! All qualifying chapters will be eligible for the drawing. All members who sponsor new members into their chapter receive one chance in the drawing for each new member sponsored! The more new

members a sponsor brings into the chapter, the more chances they have in the drawing (example: three new members = three chances).

Winners will receive a 4-day, 3-night cruise in an ocean-view cabin on Carnival Cruise Lines' "Imagination" from October 16th - October 19th, 2009. Round-trip airfare is also included from major metropolitan cities. The ship will sail from Miami, FL, to the Bahamas. A networking event and a workshop conducted by BNI Founder and Chairman, Dr. Ivan Misner, will be included.

Visitor Day - BNI Qunitree

by Patti Salvucci

After several attempts to hold a Visitor Day due to the weather and snow conditions, the Quintree Chapter finally had their day! Kelly Moore, a member of the chapter said, "We had 16 visitors, thanks to the chapter following the BNI Successful Visitors Day Process! Dottie Fraggetta, Assistant Director for Essex County, came down from Beverly to help assist that day and helped the chapter add 4 new members with more visitors returning with an application in hand this week! There is no doubt the process works!

BNI Golf - Save the Date!

The 6th Annual BNI Charity Golf Classic and Auction is going to be held on the 26th of June at the Wayland Country Club. Please click on the link below to register. Stay tuned for details!

[Register here!](#)



Marlborough Chapter Member Named Business Person of the Year!

Karen Callahan of BNI Marlborough has recently been named the 2008 Business Person of the Year by the Marlborough Regional Chamber of Commerce. She will be honored on March 5th at the Chamber's Annual Awards Dinner.

Team Member of the Month

by Bob Gere



Stan Brown joined the BNI Mass Team on 2/1/2008 and is currently an Assistant Director in Middlesex County taking care of the Business Referrals Unlimited chapter in Westford, the Merrimack Valley Referral Network in Tyngsboro, and the North Middlesex Business Exchange in Groton. Stan is the Team Member of the Month for February 2009.

Stan has worked tirelessly with his 3 chapters. Stan is almost a weekly visitor of his chapters going above and beyond. Many of his chapters have asked him to meet with them outside of the meeting to seek his knowledge on issues that could affect the chapters he takes care of. He is presently being mentored by

Patti Salvucci hoping to tap into her almost 15 years of BNI insights to better help his chapters grow and succeed in 2009 and beyond. Here is what Julianne Donato, president of BNI Business Referrals Unlimited says about him, "Stan really makes himself available to help out in whatever way we need him for our Chapter".

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