



BNI Newsletter

The Newsletter for Networkers!

January 2009

Greetings!

International Networking Week

SPECIAL BNI MEETING EXERCISE FOR IMPLEMENTATION DURING INTERNATIONAL NETWORKING WEEK (February 2nd-6th, 2009)



Our special meeting exercise for International Networking Week this year is to invite local Chambers to the meeting to come see not only what it is that BNI does, but how we are Raising the Bar in 2009 despite the fluctuating economy! Inviting local chambers to come celebrate International Networking Week will expose them to BNI and our philosophy of "Givers Gain," it will create community and strategic connections for BNI Members, and continue to build the BNI brand. So start sending out invitations to your local Chambers now!

Here are some suggestions to involve your local Chambers:

- 1) Tell them to bring their business cards and then show them how we network!
- 2) Send them the link to view Dr. Misner's International Networking Week Video prior to their scheduled attendance at your meeting. Then, ask them to give a 60 second commentary on their predictions on how BNI and International Networking Week will raise the bar in the world of business this year (Make sure they have agreed to do this beforehand).

This is a great opportunity to really start showing people in your local community how we are refusing to participate in a recession by Raising the Bar in 2009 and to ultimately expose more of the general public to the benefits of business networking and BNI-so let's get those invitations rolling!

Be sure to [Watch the 2009 International Networking Week Video](#) now and share it with BNI members and non-members alike!

Remember The Ice and Other Paradigm Shifts

Last Few Days to Register!

Bob Nicoll, Executive Director of BNI in Alaska is coming to Massachusetts for one day only to present to you his life and business changing, Remember The

Ice and Other Paradigm Shifts, program!



Praise for *Remember The Ice...*



Communication is of the utmost importance in business, networking, and life in general and Bob Nicoll's *Remember the Ice* program demonstrates how powerful results can be achieved in all areas, simply by focusing on word choice. I highly recommend it to everyone.

—Ivan Misner, NY Times Bestselling author and Founder of BNI

The Location Is The Sheraton Framingham, 1657 Worcester Road, Framingham, Massachusetts 01701.

Program cost is \$40.00

Date/Time: January 17, 2009, 9 am - 12 Noon.

Parking is free!

Please register online at the link below:

[Register here!](#)

Click on the link below to get an idea of what the seminar is going to be about:

[Click here!](#)

Calling All Candidates!

by Patti Salvucci

As we continue grow in membership this year, it will require more team members. More businesses are turning to BNI as a marketing source for their business; and that's a good thing! With that being said, we are currently interviewing members to join our BNI MA team of Assistant Directors and Ambassadors.

Have you been a member for at least one year? Have you been through Leadership Team Training? Have you been successful in passing referrals and bringing visitors? Would you like to be part of an incredible team of individuals that share the Giver's Gain philosophy? If you answered "Yes", you may be someone we would like to talk to. If you are interested in speaking with an Area Director to see if this may be a mutual fit, please contact Mithu@bnimass.com.

Spring Visitor Days

by Patti Salvucci

Yes, you saw correctly. Although it may not seem it with the frigid weather upon us, Spring is a few months away. With Spring comes our annual Membership Extravaganza starting on March 30, 2009. This year winners will be headed to the sunny Bahamas in October! Your chapter will need to add 6 new members in order to qualify for the drawing.



If your chapter is having a Visitor Day this month, they can still have another one in April or May. With new members in your chapter, comes new contacts = more referrals! We are currently scheduling our Team to present during the 2 months of the Extravaganza. If your chapter wants to participate, please contact Lorraine@bnimass.com so she can put you on the calendar. We look forward to helping you succeed in 2009!

Givers Gain in Action

by Marie Presti

Another example of Giver's Gain is how the BNI Newton Connectors chapter helped an 11 year old boy from Ecuador. Jhon Garcia and his mom Gabriela arrived in Newton on December 3 as part of a special Gift of Life Program sponsored by the Newton Rotary Club. Jhon had several heart defects from birth and had a 7 hour life saving open heart surgery at Children's Hospital Boston on December 10th. For more information on Jhon's situation, read the following front page article in the Newton TAB

[Click here!](#)

The entire chapter helped Jhon and Gabi in various ways. Marie Presti (Broker with KLK Sotheby's Intl Realty) hosted them at her home for the months of December and January while Jhon was recovering. Chris Randall (ADT) bought Jhon a Red Sox jacket and gave it to him as a Christmas gift, Laurisa Neuwirth (District Manager at Arbonne Intl) hosted Jhon and Gabi at their house and took them to the Museum of Science, David Erwin (Erwin & Gresci), Larry Mintzer (Mintzer and Associates), Shannon Falkson (Life Coach), Agneiszka Siuda (Graphic Design Consultant), Tuyet Dinh (Iaso Chiropractic) and Bunny Aronson (Aronson Insurance) all made Jhon and Gabi dinners on various nights many of them hosting them at their own home. Joan Reynolds (JRC Gifts) and Laurisa Neuwirth brought warm

clothing to Marie's house for them to wear during their stay given Jhon and Gabi from a very warm climate and had never seen snow or cold weather before.

The entire Newton Connectors chapter has given their extra effort to making Jhon and Gabi feel at home while they've been here in the states. What a way to give back during the holiday season and to help save a life!

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