# BNI Maine | the weekly networker

Kelly Mank, BNI Maine Executive Director
Phil Smith, Abracadabra Productions Portland Business Builders

WHATS ON THEIR WEBSITE?
Topic by Phil Smith of Abracadabra Productions

Monday, March 29, 2021

> *"If somebody offers you an amazing opportunity but you are not sure if you can do it say yes, then learn how to do it later."*
> *– Richard Branson*

MEMBER OF THE WEEK

Bangor Area Staffing Solutions takes the hassle out of staffing by recruiting, testing and screening individuals to specifically meet the needs of your company. We assist employers to find qualified employees for permanent and temporary placements. We also offer payroll services, skills assessments, and various record checks, i.e. driving, criminal, etc.

Chapter: Bangor Breakfast, Bangor

Company: Bangor Area Staffing Solutions

Good Referral: Small Business owners & Hiring Managers trying to do it all. HR Managers & Job Seekers looking for new opportunities.

Member Since: 2011

Contact at: 207-217-6580

Website: http://BangorAreaStaffing.com

CLICK HERE TO LEARN MORE ABOUT NETTIE

Nettie Kilby | Bangor Area Staffing Solutions
Staffing, 207-217-6580

Interested in being the Member of the Week? Must be in the Green on the Power-of-One Report and have your BNI Connect Member Profile completely filled out. Member is chosen at random from previous months data.

ACTIVATE

STARTS THIS WEEK 4/1 - 6/2

ACTIVATE

Each One. **Reach One.**

Every member in your chapter has a goal to grow their business in 2021. To grow EVERY business in your chapter, we need to make sure every member has the right referral partners in the meeting.

A MINIMUM OF ONE VISITOR INITIATIVE WILL BE HELD BY EACH CHAPTER IN APRIL OR MAY 2021.

PRIZES PRIZES PRIZES

EVERY MEMBER that sponsors a new member in April or May will recieve a 1 month **FREE MEMBERSHIP EXTENSION** for each member sponsored.

DRAWINGS →

- **SPONSOR 1** MEMBER GET ENTERED TO **WIN $200**
- **SPONSOR 2** MEMBERS GET ENTERED TO **WIN $400**
- **SPONSOR 3+** MEMBERS GET ENTERED TO **WIN A 1 YEAR MEMBERSHIP EXTENSION**

EVERY CHAPTER WITH 6+ NEW MEMBERS WILL RECIEVE A PREMIUM MARKETING KIT AND CHAPTER EVENT.

YOU'RE INVITED
READY TO ACTIVATE YOUR BUSINESS?
ACTIVATE Your Business Growth Today

For applications to qualify for the ACTIVATE promotions they must be dated 4/1/21 - 6/2/21 and reconciled by chapter no later than 6/11/21.

PLEASE WELCOME THE FOUNDING MEMBERS OF OUR NEWEST CHAPTER:

BLACK BEAR BNI

Orono, Maine

Thursday, 8:30am - 10:00am

Aimee Shellhamer	Twin City Heat Pumps
Angie Welch	Angie Welch Psychic Medium
Anthony Cote	Maine Construction Solutions
Ben Stevens	Arbor North
Blaine Meehan	Cross Insurance Agency
Brian Jones	Paychex
Bryon Boutot	Box of Maine
Charles Longo	Liberty Mutual Insurance
Danielle Hewes	Maine Savings FCU
Dustin Roeder	Rise Private Wealth Management
EJ Roach	City of Old Town
Faouzi Tlili	Liberty Mutual Insurance
Gary Jordan Jr.	Better Homes and Gardens
Gloria Read	Daisies & Sunshine
Kelley Syphers	KeyBank
Robert Gallant	Pine State Property Management
Sharon Harvey	KeyBank
Stephen Wilde	Stephen Wilde Insurance, Inc.
Steven Bishop	Northeast Home Inspections

Kick-off meeting is 4/29 8:30-10:30
Who do you know in the Orono area?

facebook POST OF THE WEEK

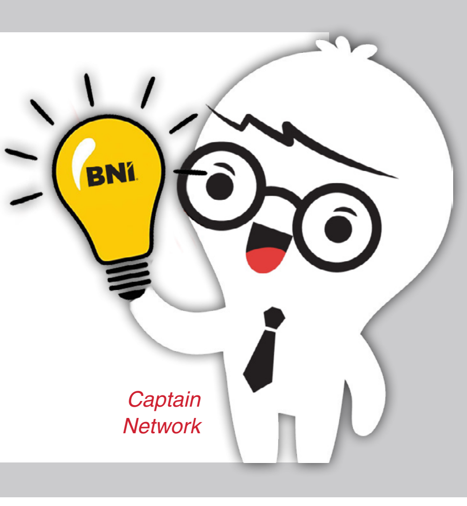
Debra Bell is with Brian Oliver and 12 others at Paul Bunyan Chapter of BNI Maine USA.
57m · Bangor, ME

Just finished up an amazing and packed BNI meeting with Paul Bunyan Chapter of BNI Maine USA, part of BNI Maine. This group of business pros works together to find referrals and build relationships. Ron Bragg Carpentry Inc. recently did some work for my parents — part of a 10+ year relationship — and I love being able to connect my family, friends and clients to trusted professionals. Has your business been struggling? Message me and we can talk about a visit. 🙂 We're specif... See More

#Positive Attitude

NETWORKING TIP OF THE WEEK

Who is your best referral source **OUTSIDE BNI**? Wouldn't it be great if you had someone who does the same for you at your meeting every week being educated and passing you referrals? Think of who that is and invite them to your BNI meeting.



FOR MEMBERS

ROUNDTABLE	MEMBER SUCCESS PROGRAM
APR 12TH	APR 21ST
12:30pm - 2:00pm	2:00pm - 4:30pm
REGISTER	REGISTER

FOR LEADERSHIP

PRESIDENTS CALL	VICE PRESIDENTS CALL
APR 19TH	APR 19TH
11:00am - 12:00pm	1:00pm - 2:00pm
REGISTER	REGISTER

SPECIAL EVENTS: INVITE ONLY

NEW MEMBER CALL	DNA TEAM MEETING
APR 5th	APR 12th
12:00pm - 1:00pm	9:00am - 12:00pm
REGISTER	EMAILED TO YOU

BNI Business Booster Series

GET THE MOST OUT OF BNI

BNI's Business Booster Series offers webinars designed to support you with business continuity tips and personal and professional connectivity.

You can find the past Business Booster webinard on Business Builder (used to be called University) but searching 'Business Booster'. *These are CEU credit eligible.*

SUCCESS AND THE BIRD NEXT DOOR
APRIL 1st
4:00pm - 5:00pm
REGISTER

UPCOMING SCHEDULE & PAST RECORDINGS

Please remember you can see a full list of planned events on the Events Calendar at www.BNIMaine.com or Click Here

LEADERSHIP TEAM INFORMATION

SECRETARY / TREASURERS – Did you know that BNI has an automated follow up email system for all visitors. If a visitor is entered in the system or registers themselves to visit, the BNI system sends them an email 48hrs after the meeting asking how they felt the meeting went and gives them next steps. If they did not attend, the BNI system sends out an automated email saying that we missed them at the meeting and invites them the next week. The system is only as good at the data we input so it's important that the S/T marks the visitors in BNI Connect within 24hrs after the meeting so that the system works properly.

BNI online

"I am so excited for ACTivate, our chapter has already divided up into smaller teams within the team to make this an amazing two months, energy is everything!"

Jeff Long
March 20 at 7:05 PM

What an incredible experience today working with Ian Garcia-Grant and Dan Reed of Wizardly Media! They were professional, thoughtful and Thorough. I can't wait to see the finished product. I'll say it again... WHAT AN INCREDIBLE EXPERIENCE! Thank you Ian and Dan!!

Emily Cambria ▸ Queen City BNI - Brewer
March 8 at 8:45 PM

I wanted like to give a big shout out to Chuck Daly, of Bangor Media! Chuck goes above and beyond to provide excellent service! He is willing to work with me closely to meet my needs to ensure my customer satisfaction! Since starting to work with Chuck, my social media presence is reaching a wider audience. I must say he also demonstrates tremendous patience helping me understand today's ever changing technology. I also love all the work we have done together to create a... See More

BANGORMEDIA.COM
Web Design and Social Media Management | Bangor Media

Don't forget:
to check in at your meeting weekly!
#BNIMaine
#YourChapterName

HOW TO GIVE VISITORS A "WOW!" EXPERIENCE

The Official BNI Podcast with Dr. Ivan Misner

Episode 678

In this podcast Mark Appelbaum from BNI Utah North talk about how to give visitors a "Wow!" experience. Every member of the chapter plays a role in that. You can't leave it all up to the Visitor Host if you want visitors to choose your chapter and not one of the other chapters in your area.

Elements of a "Wow!" Experience

- Personal email from the chapter president, introducing the visitor to potential power team members in the chapter.
- The member who invites the visitor shares the visitor's profession and contact info with other chapter members by group chat so they can reach out.
- Tag-team with other chapter members. Help each other write invitations and find people to introduce visitors to.
- Show up 5-10 minutes before the official start time. By the time the visitors get there, the room will be full of BNI members to welcome them.
- Treat every new face at your meeting like your best client.

LISTEN TO PODCAST

Don't forget to log your CEU!

BNI MAINE IS GROWING!

ACTIVE START-UPS

BNI Growth Partners
Greater Sanford: ONLINE
Thursday 8:30am - 10:00am

Network Launch Series
Wednesday 10:15am-11:45am

Current Interest Groups
Online Only - Northeastern Maine
Yarmouth
Sebago Lakes Region

Know someone interested in starting a chapter or just curious about what BNI is? Ask them to email: Office@BNIMaine.com

MONTHLY DIRECTOR HIGHLIGHT
BRENDON BEAN

Bean Data provides vitally important services for your business such as, computer repair, wired and wireless networking, security, web hosting and development, VOIP phone services, onsite and remote support, data recovery, and technology consultation.

Chapter: BNI Business Leaders, Portland

Company: Bean Data

Good Referral: Individuals, Business Managers, Office Managers and businesses consisting of 1-40 employees that want to get the most out of their technology to increase their success.

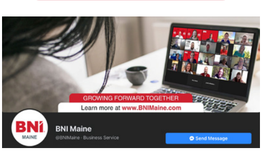
Member Since: 2015

Contact at: 207-200-6770

Website: www.beandata.com

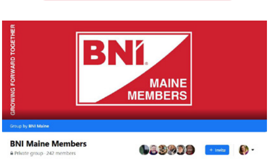
HELPFUL LINKS

FACEBOOK PAGE



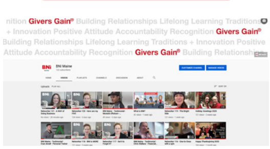
LIKE PAGE

MEMBERS FB GROUP



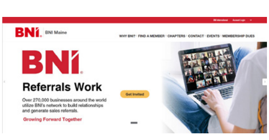
JOIN GROUP

YOUTUBE CHANNEL



FOLLOW

BNI MAINE WEBSITE



VISIT WEBSITE

EDUCATION

BNI business builder

VISIT WEBSITE

INTERNAL PLATFORM

BNI connect

VISIT WEBSITE

Thank you for reading the Weekly Networker. Please log your CEU credits in the BNI Connect App.

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