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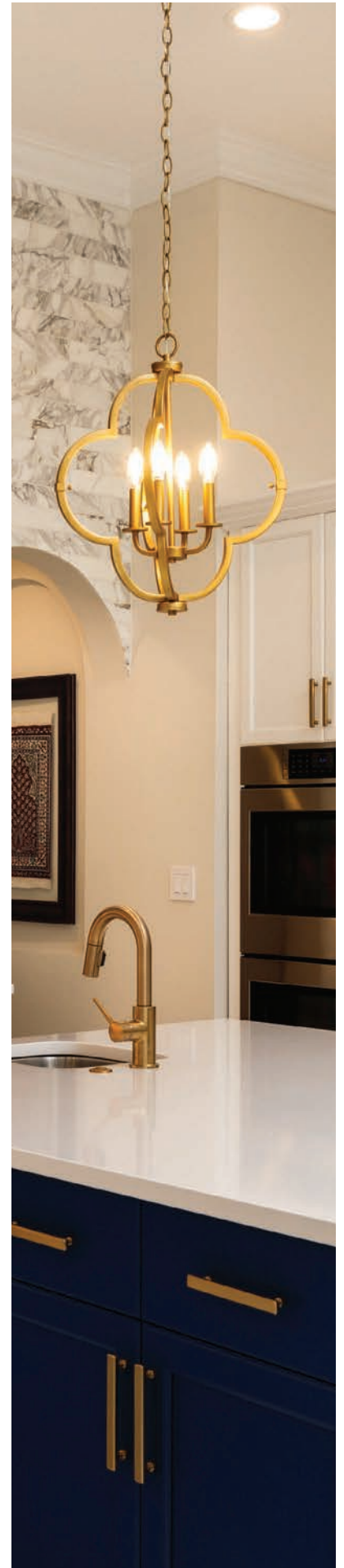
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WHY TUCSON BUSINESS NETWORKING:

- Dynamic business networking organization unique to our community with the largest attended monthly networking mixers and monthly breakfast/lunch events.
 - Maximize your professional network by meeting new members and guests at every event.
 - Location of events are different every month and always at the finest venues in the Tucson area.
 - Celebrate the Joy of Networking with us. Social interaction turns into business.
 - Increase and diversify your client base substantially as you expand your business market.
 - Display company information every month at the business card exchange table.
 - Complimentary Appetizers including a Cash Bar at each event.
 - We attract the TOP business professionals!
 - WINNER! - BEST Business Referral/Networking Group 2018, 2019, 2020, 2021 & 2022, 2023*
 - BEST Membership Organization 2021, 2022, 2023*
- *SOURCE: Arizona Daily Star Readers' Choice*

MEMBERSHIP BENEFITS:

- ONE FULL YEAR of EVENTS - 12 TOTAL MONTHLY EVENING MIXERS ARE INCLUDED IN MEMBERSHIP (365 DAYS).
- Brand new and returning members/sponsors are promoted on social media.
- Your business is everyone's business! The businesses of our members are featured in the Tucson Business Networking Membership Directory.
- Unlimited postings for Members on tucsonbusinessnetworking.com in the Classifieds and Local Events Calendar.
- Access to the Tucson Business Networking Members-Only Facebook Group.
- Exclusive Member price for monthly breakfast/lunch events (Contact list emailed to all attendees)
- Customized Member name badge.
- Members have the opportunity to showcase their business in event videos at YouTube: Tucson Business Networking.

PRICING DETAILS:

- Tucson Business Networking Annual Membership \$289
- Sponsorships start at \$650
- Breakfast/lunch events - Cost varies depending on location
- Monthly evening mixers - \$30 for non-members - MEMBERS GET IN FREE!
- Holiday Party - \$75 for guests; MEMBERS GET IN FREE!

SPONSORSHIP BENEFITS:

- Engage in monthly sponsorship breakfast forum/roundtables
- Exhibit your company information through tabling at monthly evening mixers
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New Year, New Broker



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ABOUT US

Tucson Business Networking's

Mission Statement is: to connect people in Tucson's business community and help them foster relationships, inspire new connections, and begin new friendships.

Join us for our popular and very well-attended networking mixers and luncheons.

WINNER - BEST Business Referral/Networking Group, 2018-2023 (AZ Daily Star Readers' Choice)

WINNER - BEST Membership Organization 2021-2023 (AZ Daily Star Readers' Choice)

WINNER - BEST Local Owner/CEO 2022-2023 (AZ Daily Star Readers' Choice)

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stacyfowler@comcast.net

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WINTER 2023

No matter who we are and what our lives can truly be!

You are a Shining Star! No Matter Who We Are!

At the end of each year, it's an excellent opportunity to pause, reflect on achievements, and set new goals for the new year. Every day is a good day, and some days are even greater. In our personal lives and in business, there are ups and downs. Let's face it, we live in a time where expenses and the cost of living are continuing to soar, ultimately making it harder to make ends meet. However, there is much hope and optimism for the New Year to be excited about.

With that in mind and our continued commitment to Keeping Tucson Connected, I am not raising membership fees in 2024. Tucson Business Networking is THE place where everyone is welcome to attend, for any reason, in a cost-effective way. At each of our three, monthly events, business professionals come together to forge new connections and friendships that could very well become mutually rewarding.

When I created Tucson Business Networking in 2017, my friend, Ed Stolmaker, told me the membership base will always change with new members joining and some members won't renew. This is a prime example why you will always meet new professionals at every event. Ed was always spot on!

As I reflect on the amazing last year I found many reasons to celebrate 2023:

- Gained nearly 100 new members – the highest membership count to date.
- Published the first-of-its-kind, Tucson Business Networking Resource Magazine, with three successful issues.
- Arizona Daily Star Readers' Choice wins - Best Membership/Organization and Best Business Referral/Networking Group.

- Hosted 36 networking events, and one magazine launch party, with thousands of people attending.

2024 is sure to be a year filled with so much hope and optimism not just for the Southern Arizona community but for Tucson Business Networking. I am hard at work adding new and exciting events to the calendar. From the three-monthly events - including a luncheon, an evening mixer, and the sponsors breakfast - to the four quarterly Tucson Business Networking Resource Magazines in March, June, September, and December, you will have every opportunity to continue fostering new connections.

Having member name badges available at evening events is unique and something we have done from the very beginning. The plan for 2024 is to eliminate distributing them at events but provide one for members to keep and bring to each event.

My goal for 2024 is to expand our awesome group's membership to 500 members. Another primary goal is to create a 1000-person networking event so stay tuned for exciting updates! Here's to a rocking great year Southern Arizona!

My hope for each of you in the New Year is continued prosperity and success. Remember to create your own success by getting out to networking events and have fun. Enjoy yourself and the spirit of coming together and cherish your friendships and the new people you meet – and remember to shine like the star that you are!

Keeping Tucson Connected,

Stacy Fowler

Founder and CEO of

Tucson Business Networking LLC



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RANDY DAVIDSON DESIGNS

By **Randy Davidson**

Randy Davidson, owner of Randy Davidson Designs, has been a revered interior designer in the Greater Tucson area for over 25 years. Davidson's business evolution and success has developed through a series of networking opportunities and referrals. Most of her clients are repeat. Davidson believes a happy client will share your work and experience with others. Leading her, over the years, to business projects which not only allow focus on the aesthetic side of interior decorating to offering complete remodels for businesses and homes. This includes kitchens, bathrooms, flooring, lighting, custom window coverings, and more.

Her work career started as a fashion

buyer. This position was pivotal and laid the foundation for Davidson; it included fashion, business development, and connecting with customers. After working as a buyer, Davidson was ready to start her first business. She looked for voids in the fashion market and created her business based off a niche she recognized in the marketplace.

Presents, Davidson's first business was developed by making a list of her likes, dislikes, and talents. Using this list as a foundation, Davidson sold jewelry, corporate gifts, and accessories. Her excellent networking skills allowed her to sell her goods at local venues / shops, and hosting trunk shows. Which has led Davidson to her current profession.

Over two decades, Davidson has partnered and built lasting relationships with Tucson vendors; thus, she has a large team of contractors, painters, and other various tradesman creating a well-oiled and cost effective machine. More

importantly, each of her suppliers are all client and service oriented, creating ongoing partnerships. Davidson is a priority Hunter Douglas Dealer.

Her goal is to make the home environment a reflection of the client with form and functionality. Davidson's process begins with starting from the ground up. She enjoys anchoring a space with flooring and rugs and then sources the furnishing needed to complete each space. A typical project may start as small as reupholstering a client's existing pieces, and then adding her personal touch with a couple of custom pieces. Other projects will start with blueprints for a completely new design.

For Davidson, communication is key when creating a dream space, home, or business. She prides herself by asking respectful questions, but above all listening to her client's vision. Davidson can make the ideas come to fruition by using her design ideas and



MEMBER PROFILE



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randydavidsondesigns.com,
 520-977-7019,
 Randy Davidson, President

working with her team / vendor connections. She attends multiple trade shows a year and keeps her resources up to date. This allows her to create top quality designs which reflect the clients' aspirations. Each project is unique in its own respect; however, the commonality is her designs are always top quality while respecting the client's budget. Davidson believes how a person feels emotionally when they enter a room is equally important to the overall look. The feel of the room, whether it's stimulating or relaxing, is something important to Davidson. She works with each client to make sure she achieves the aesthetic goals they set together.

Randy Davidson is a dedicated leader of each project and makes herself available as the main and the first point of contact for her clients. She is extremely dedicated and always gives her client's her full attention by making herself available any time. Davidson's dedication to her customers has resulted in her being voted the Arizona Daily Stars

Readers' Choice recognizing Randy Davidson Designs as the best in home design the last several years.

Randy Davidson Designs has proven to have outstanding results, as Davidson has had several large projects for esteemed clients. One of her first projects was Eleven Arches, a fifteen thousand square foot property. This property was the largest residence designed by the famous Swiss American architect, Josias Jossler. It was built in 1937 and was one of Jossler's most famous projects. Eleven Arches was the winter home to Louise Grace, heiress to the shipping mogul, W.R. Grace. Respecting the history of the property and keeping the original aspects of the home was, and continues to be, very important to Davidson in all of her projects.

The success of Randy Davidson Designs started when she attended in-

terior decorating classes at a private Design University. She has worn many hats which have led and contributed to her meticulous, artistic work style. The various jobs have contributed to her business model; networking and word of mouth referrals has been the bread and butter to the success of Randy Davidson Designs.

Randy Davidson truly has had a vast career in interior design in Tucson. If you are a realtor assisting a customer, or if you yourself are purchasing a home or doing home renovations she believes you would benefit from bringing in an expert interior designer for a home improvement consultation. Taking the time to meet with a professional will not only help save money due to costly errors, but will also help you create the perfect space. Davidson starts with a consultation and will answer all questions to make sure the client has a good understanding. As Davidson says communication between designer and client is paramount to success.



PICTURED: Don Vallee and Stacy Fowler

NETWORKING TIPS

Southern Arizona business leaders gave us a list of advice, tips and tactics to help you get the most out of your networking experience.

Networking is not rocket science. Actually it's very simple. Show up, show genuine interest in the person you are engaging with, and don't try to sell your product or service.

— *Bob Sorock,*
Bob Sorock 4 Health Insurance

Don't go into it thinking

“what can I get out of this. Go into it with “what can I give to this.”

— John Burley, Delta Defense, LLC

Ask open-ended questions when interacting with people at networking events. During this time, let people know you care to learn about them. Be sure to listen with no intent but to learn about that person.

— *Kim Morahn, Tierra Antigua Realty*



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Schedule appointments with your target market businesses to get to know about their business. Try and anticipate some of their needs and offer a resource such as information on connections or groups that would be in their target market.

— Paula Renfro, Clear the Desk, LLC

Be a “Clique Breaker” not a “Clique Maker”. Mingle and engage with diverse groups and individuals to expand your connections and foster inclusivity, opening doors to new opportunities.

— Will Peña, Tucson Pack & Ship

Be consistent, be present, keep it short.

— Joan Lee, Bustos Media

It’s better to make genuine and meaningful connections with a few people than to use the shotgun approach in an attempt to reach more people at networking events.

— Paul Garcia, Love IT Services



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January 18 - The Monica

February 15 - Craft Republic

**March 21 - Playground
Bar & Lounge**

For a complete list of events, visit:
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Photo taken at **Carriage House**

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Just show up, because you never know what could to happen. The first time I came to the Tucson Business Networking breakfast I was so scared, even though I consider myself social. And now, when I walk into an event, I see so many smiling faces that I know and they are smiling back at me which makes my day. I leave each event on such a high note because there is so much great energy and new friendships, and I get to connect with a group of people that all want to see each other WIN!

— Jessica Raney, Long Realty Company

It's not what you know
or who you know. It's
about: What you know
about who you know.

— Steve Steenson, BBSI

Following up is an essential part of networking. I send handwritten notes to everyone I meet and add them to my CRM and have coffee meetings scheduled each week.

— Connie Tench,
Fairway Independent Mortgage Corp

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PICTURED: Carlos Chavez, Brendan Lyons, Doug Richards, Ryan Shirley and Steve Nunez.

Take the plunge! Networking can be intimidating, but if you are passionate about what you do, nothing can stop you from spreading your knowledge to the community. You become part of a village that will rally around you, no matter who they are or what they do.

— Rachel Ganshert, Floor & Décor

Building a strong professional network is just the first step toward success. To truly master the art of business networking, it is essential to nurture and maintain your connections. Networking is not a one-time activity, but a continuous process of building and fostering relationships.

— Ron Shotts, RLS Printing & Marketing

Networking is about help first; what can I learn about you so that I can be a great referral source. One great question to ask is “who is your target market?”

— Amy Morin, Thriv Coaching

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A stroke occurs every 40 seconds in the U.S. ¹	6 in 10 Americans live with at least one chronic disease. ²	It is estimated that 1.9 million new cases of cancer will be diagnosed in 2023. ³	6.5 Million or more people are estimated to be living with Alzheimer's dementia. ⁴

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Get to know the people you're meeting

as a person first. Be yourself, be honest and always pass out your business card. The more you attend networking events, the more you will get recognized. Referrals will come in as well as you are referring others.

— Susan Martinez,
Hughes Federal Credit Union

Engage. Listen and really get to know someone. Don't think about what they can do for you. Think about how you can help them.

— Diana Brettrager,
Southern Arizona Book Heroes

Just do it! You won't be sorry you did, but you will be sorry you didn't. Don't let someone else acquire your new clients.

— Stacie Schmalz, US Foods

At every event, I make it a goal to meet three people. I try to learn as much as I can about them and then share their business expertise with others.

— Kathy Peate, Tucson Native Notary & Insurance




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Jim Click, Jr.

Make eye contact. Firm handshake. Don't try to grab everyone's business cards. Make new connections. Have fun!

— Frank Lundin, *Picture Rocks Cooling, Heating & Plumbing*

The key to successful networking

is being authentic in building genuine relationships. And, practicing the 4 Cs, including Competence, Credibility, Clarity, and Connectivity, leads to consistency in receiving quality referrals.

— Steve Nuñez, *NOVA HOME Loans*

The best thing you can do is make eye contact—the best thing to wear is a smile! Friendly people are approachable.

— Dianne Kelley, *Sandbrook Group & FreshVue Business Solutions*

Come to the networking event to make friends and to want to help people. Always put people first and support all local companies that are part of your networking events.

— Jorge Hernandez, *JW Marriott Tucson Starr Pass*

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It's much easier to make authentic connections when you are an honest version of yourself. Be confident in the value you bring to the community, both through your own business and as a source of referrals and connection for others.

— Jordan Fernandez, Dynamic SEO

Always carry some business cards in a little bags with a treat and branded item. Chapstick is always a winner! Get your contacts birthday gifts, they will never forget that you remembered and it gives you an excuse to reach out.

— Gretchen Knutson, La Quinta Inn & Suites

Networking is about building relationships. Genuinely getting to know an individual, liking them, and be able to trust them. Remember it takes time to do this. Don't be pushy with whatever you're offering. When people get to know you, like you, and then trust you, the rest will fall in place.

— Sylvia Nyrarko, Love & Compassion Senior Care Services

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PICTURED: Jordan Benjamin, Rachel Saiz, Todd Yarnes.



PICTURED: Celie Levin, Sylvia Nyarko.

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With the Sandbrook Group

We have been locally owned and operated since 2005 and are honored to continuously serve those in our own community. Our vision is to provide protection for business owners, their families, their employees, and employees' families. We take a team approach and have years of combined experience in working with businesses. Our specialty includes family-owned and closely held businesses.

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Many networking opportunities

By **Mark Auxier**

As an adopted Tucsonan, I needed to meet new people and network to build relationships. One of the best things I did was attend a Tucson Business Networking event last year. I met many wonderful people and made contacts with local business owners and became a sponsor this year.

Tucson's diversity creates the perfect backdrop for networking, allowing businesses owners and professionals to tap into a wealth of knowledge and opportunities. Networking is about building relationships, sharing expertise, growing your business/

One of the best things I did was attend a Tucson Business Networking event last year.

network, and supporting others.

There are many opportunities to network in Tucson, no

MEMBER PROFILE



Business Networking LLC
FAST FACTS

Mark Auxier, Director of Human Resources, Casino del Sol



matter your business or profession. Be genuine, listen to others, engage with multiple people even if it's outside of your comfort zone, and follow up with them. Building a network requires on-going effort.

Tucson's business community is welcoming and offers a multitude of ways to connect. Another way I love

to network is to get involved in your local community and neighborhood. Tucson is blessed to have a rich history and culture. What better way to help your community than to get involved and support the city's vibrant communities and local agencies and business.

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5 reasons to join a networking group

By **Nathan Baker**

Let's talk about networking groups – they're like your career's best friends. Imagine a place where you can meet new people, get some cool advice, and find opportunities that you might not find on your own. These groups are all about getting together, helping each other out, and sharing what you know. It's like having a bunch of friends in your corner, cheering you on in your job or business, and giving you a leg up when you need it. So, let's jump in and see why joining a networking group can be one of the smartest moves you make for your career!

I'm sure there are more, but here are five (5) reasons to be in a networking group and

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Nathan Baker, VP
Marketing & Product,
NOVA Home Loans



Tucson Business Networking might be the right fit for you!

- **Lead Generation:** Networking groups can be a great place to generate new leads. By engaging with a diverse group of professionals, you can identify potential customers and gain referrals. Remember, leads generated through networking often have a higher conversion rate

due to the pre-existing trust established through mutual connections.

- **Relationship Building:** Networking groups provide a platform to build and nurture relationships with potential clients and partners. These relationships can lead directly or indirectly to referrals and word-of-mouth.

- **Brand Visibility:** Regular participation in a networking group helps keep you and NOVA's brand top-of-mind. This visibility can be instrumental when members of the group need or know someone that needs a home loan.

- **Collaboration Opportunities:** Networking can lead to partnerships that allow for collaborative approaches to markets or clients that might be difficult to engage with individually. This can result in shared resources that can be beneficial for all parties involved.

- **Increased Confidence:** Engaging with a variety of professionals and regularly presenting your value to others can significantly boost your confidence.



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Serving others key to success

By **Ricardo Bolivar**

I have found that serving others is the most successful way to build trust and make long lasting business connections.

When I think of serving others I mean you need to be a resource. It's easy to say what you can do but it's more meaningful to show what you can do through action. I enjoy going through a new customer orientation with a new connection. You can learn a lot about a person and their business when you put yourself in their – or one of their new employees – shoes.

You won't always have a customer to refer, and that's ok. You can build a relation-

ship in other ways. Allow new connections to use you as a sounding board. By being a resource to someone as they share hardships they're facing in their profession I've often realized there was a solution to one of my problems while listening to others experiences during a one-to-one.

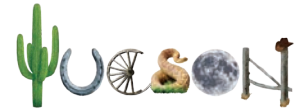
Volunteerism is also a great way to serve. You find that the missions you support attract like minded individuals. Of course, these similarities make for a strong connection, or new friends. Serving your community exposes you to so many people; some in unrelated fields. Take the chance towards a productive relationship with these professionals and allow them to



become part of your "Center of Influence (COI)." A COI are people who work with or are around the types of clients you want to serve, or who could potentially connect you to new prospects or streams of business.

Let others realize how valuable you are based on your willingness to serve and elevate those around you.

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Ricardo Bolivar,

Relationship Manager,
Notre Dame Federal
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Forging Success: The Symbiotic Power of Accreditation and Networking

By Irene Coppola

Accreditation and networking, though distinct in their nature, converge to create a dynamic synergy that propels businesses towards success.

BBB Accreditation serves as a hallmark of trust, validating a company's commitment to ethical practices. It not only boosts a business' reputation but also attracts customers who value integrity and transparency, ultimately driving growth and loyalty.

Networking, on the other hand, is the art of building and nurturing relationships that

open doors to new opportunities. It allows businesses to tap into knowledge, gain insights, and forge connections with potential partners, clients, and mentors. Through networking, small and large businesses alike can expand their horizons, accessing resources and support that might otherwise remain elusive.

Together, BBB Accreditation and networking represent a powerful duo. Accreditation lays the foundation for trust, while networking propels a business towards growth, expansion, and resilience. In a world where relationships and integrity matter more than ever, the interplay between these



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Irene Coppola, CEO, Better Business Bureau Serving Southern Arizona

two forces is the blueprint for forging success in any industry.

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Together, BBB Accreditation and networking represent a powerful duo.



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Trust essential in networking

By **Sandy Drewry**

The term ‘networking’ has different versions both in work and in life.

We all have our own reasons for attending networking events. People network to meet others and make friends while others solely network to grow and expand their clientele base. Being an effective networker comes down to how you portray yourself and how you treat others.

In my professional career, networking has been vital to my success. Throughout it, I have built and expanded my network exponentially by attending events with various

organizations. Many of these events I liked and others I absolutely enjoy including Tucson Business Networking.

Events can feel much like cold calling because you’re introducing yourself and sharing ideas you feel will benefit the other person. Rarely will a cold call turn into a “one call close.”

In networking, it is important to build and develop relationships. After all, would you do business with someone you didn’t know?

Networking is much more than just meeting and having a follow-up conversation. You never know who you’re going to meet – It could be your next best friend.

Creating and maintaining

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Sandy Drewry, Multi-Media Specialist, tucson media partners



trust is an essential building block in creating a successful pipeline of networking. Once you have established a successful partnership and worked closely alongside that connection, they will refer their friends and business connections to you. That is how networking is done the right way.

Creating and maintaining trust is an essential building block in creating a successful pipeline of networking.

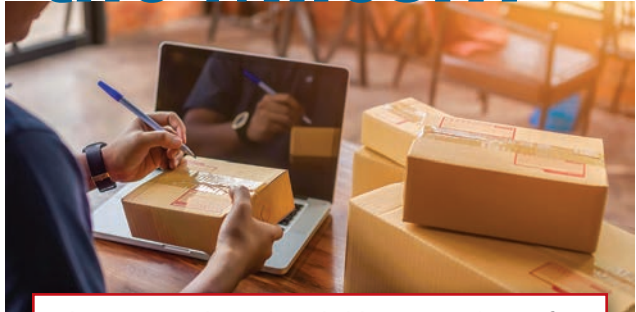


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3 steps towards success

By Travis M. Duran, Jr.

Generational marketing, though challenging, is a valuable and important aspect of creating sustainable brands. By incorporating a range of perspectives, communication styles, and values we have the potential to cultivate loyal networking partners in an ever-evolving economic environment. As both a manager of WaFd Bank and the communication chair for WaFd Arizona Diversity & Inclusion Council, here are three steps towards building successful marketing strategies to bridge the generational groups:

1. Embrace and celebrate

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Travis M. Duran, Jr., Branch Manager, WaFd Bank

diversity: Recognize that diversity is crucial in breaking free from groupthink and fostering creativity and innovation. An age-diverse network brings wider ranges of skills and knowledge that can challenge conventional thinking and improve engagement.

2. Respect intersecting experiences: Identify areas of common intersectional-



ity to not only bridge the age gaps but to create common ground within networking groups. While differences exist between generations (e.g., Generation Z ranges from 11-26 years old and Generation X ranges from 43-58 years old) it is important to find shared experiences, as they relate to industry, passion, or other factors.

3. Foster genuine relation-

ships: Being genuine and transparent in your networking interactions is impactful. People are more inclined to do business with individuals who share their values honestly and openly. By presenting your genuine self, others will understand how and when to engage in business with you.

Creating networking spaces that encourage authenticity and inclusion, regardless of age, allows businesses to find companionship and collaboration across industries. By connecting the experience of maturity with the fresh perspective of youth, we can build a stronger business community for Southern Arizona.

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Why Attending Networking Events Regularly is Crucial

By **Susan Pisano**

In today's fast-paced and interconnected world, the significance of networking cannot be overstated. Building and nurturing professional relationships can open doors to opportunities, and contribute to long-term career success. One effective way to cultivate these relationships is by attending networking events on a regular basis.

• Expanding Your Network: Networking events provide a unique platform for meeting people from diverse backgrounds, industries, and professions. Whether you're a recent graduate, a seasoned professional, or an entrepreneur, regularly attending such events can help you expand your network

exponentially. The broader your network, the more chances you have to connect with individuals who can offer valuable insights, collaborate on projects, or provide career opportunities.

• Knowledge Sharing and Learning: Networking events often feature seminars, workshops, and keynote speakers who share their expertise and insights on various topics. Attending these events regularly allows you to stay updated on industry trends, best practices, and emerging technologies. Learning from experienced professionals can provide you with a competitive edge in your field and help you grow professionally.

Building Trust and Credibility: Consistency in attending networking events

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Susan Pisano, CEO/
President, The Expert
Accountant



helps build trust and credibility within your professional community. When you regularly show up and engage with others, you demonstrate your commitment to your industry and your willingness to invest in your professional growth. Over time, this can lead to others viewing you as a reliable and knowledgeable resource.

In conclusion, attending

networking events on a regular basis is not just an option but a necessity in today's professional landscape. It is a proactive way to expand your network, stay informed about industry trends, and open doors to career opportunities. Moreover, it boosts confidence! So, make attending networking events a priority in your professional journey!

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Networking in Healthcare

By **Carrie Slaughter**

Most would not think networking in healthcare is as important as in other industries. We all get sick one time or another. However, how do you decide where to go? Especially when you have many different healthcare systems to choose from in Tucson.

This is where networking comes into play. Good quality care is always the most important, but how do you get your name out there? You can provide the best care possible, but if no one knows who you are they will not be stopping by.

Seminars and professional organizations are great but

think outside the box and get involved in the community. Support a local school, volunteer with your teams, and use informal opportunities to your advantage.

As my Tucson team likes to say, we are boots on the ground. We support PTA's, local sports teams, and volunteer at food banks. Making those connections is vital to networking. People will remember the ones who were active in their lives much more than someone who mailed them a flyer.

Also, becoming a sponsor of local networking avenues such as Tucson Business Networking will increase your marketing and opportunities to connect with more profes-

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Carrie Slaughter, Area
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sionals. It has been a pleasure to meet and network with this group.

As my Tucson team likes to say, we are boots on the ground. We support PTA's, local sports teams, and volunteer at food banks.



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Networking is a complex combination of experiences and relationships

By **Kathy Vallee**

I am a native Tucsonan and I have been a professional real estate advisor since 2001.

In the heart of Tucson's business landscape, I've discovered that the true cornerstone of success is the network of professionals I stand with.

The Tucson Business Networking community has been pivotal in this regard. It's here that I've forged invaluable connections, transforming professional relationships into a supportive network.

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Kathy Vallee, Real Estate Advisor | Certified Luxury Home Specialist, Vallee Gold Team, Long Realty

In my previous career as an artist/weaver, I spent countless hours at the loom, creating tapestries that told stories through their interlaced threads.



Networking, much like those tapestries, is a complex weaving together of experi-

ences and relationships. In the rich tapestry which is Tucson every interaction is pivotal. Networking goes beyond merely linking possible opportunities; it involves creating a robust network that sustains and uplifts every member. We share more than referrals; we share knowledge, support, and a commitment to each other's success.

As Tucson's devoted realtor®, I am a firm believer that the strength of our connections does more than grow our businesses—it builds enduring bonds and creates legacies that last.

Networking in nonprofits

By **Jennifer Vandivort**

What does business networking look like in the non-profit space?

B2B networking in the for-profit space is purpose driven. You have a product or service that other businesses could use for their business, staff or customers.

For nonprofits it is a little bit different. We want to help you find value in supporting those that we serve through business partnerships. We join networking groups for a multitude of reasons including wanting to support your businesses through the use or purchase of your products and services as well as find meaning-

ful partnerships within that same group.

Maybe I don't need D&O insurance now (Ok, I actually do, call me) but I may need your product or service in the near or not so near future, and you can be sure that I will seek out those in my networking group first.

When going to these fun events, I look for businesses that are open to a partnership through a connection to or a passion for those that I serve.

It truly is important to build those meaningful relationships through common interests as that helps the business feel good about supporting us and will keep this relationship meaningful for years to come.



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Jennifer Vandivort, Founder CEO, Scholarship and Grant Educational Assistance Foundation

When going to these fun events, I look for businesses that are open to a partnership through a connection to or a passion for those that I serve.

Introverts Unite!

Mastering Networking in an Extroverted World

By Jay C. Walsh

I'm going to guess that if you're reading this, your Meyers-Briggs personality type starts with an "I." You probably see networking as a necessary evil akin to cleaning the house: it has to be done, but you'd rather not.

I'm in the same boat as you are. You may have seen me at networking events chatting up some folks, but in reality, I'd much rather be working at my computer with my dog by my side.

Over the years, I've

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Jay C. Walsh, Video
Creator/Designer,
JCWalshCREATIVE, LLC

developed a few tricks to get through public events. I want to share them with you.

PRACTICE YOUR ELEVATOR SPEECH

This response to "So, what



do you do?" will quickly open a conversation.

HAVE THREE OPEN-ENDED QUESTIONS IN MIND

You can keep the conversation flowing with

open-ended questions like, "Wow, what a cool line of business. What drew you to that?"

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Team up with a coworker who's more comfortable being around others and try to follow their lead. If nothing else, let them act as the ice-breaker to start the conversation.

Remember, the person you meet may not only be someone you can work with but maybe even a trusted friend.

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I am excited to share

my experience as a Tucson Business Networking (TBN) member for 11 months.

Firstly, I've been an active member of five different business networking groups over the past year. I have since canceled my membership with three groups and decided to continue with only

two. The second one is the BBB, if you're curious. Tucson Business Networking is hands-down my favorite of the five. Many professionals agree that Tucson Business Networking is Tucson's best business networking group. TBN won multiple consecutive networking awards over the years for

good reasons. **Its founder**, Stacy, is absolutely a wonderful and magnetic person. You can tell that this group is her baby because of her passion for connecting businesses and people. Those who know her can easily see that she and her team work tirelessly to make each networking event an excellent

experience for her members. **I can write a book** about the benefits of becoming a member, but I would instead list a few of the things that being a member has done for me over the past 11 months: **I've made genuine connections** with business owners, professionals, and people. I feel like I'm



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part of a community, and members are not just there to shake hands to look for business prospects.

I've made friends

with whom I've spent time outside of business-related meetings. It didn't make sense for us to do business together, but we connected so much during the events that we agreed to keep in touch.

The business benefits are obvious.

Our company partnered with a local business and a non-

profit organization, which I met through the group's networking events. We've also done business with multiple members over the past few months.

The included

monthly networking mixers and breakfast/lunch events are worth the price of admission in itself. Stacy rotates the venues for her events and finds hidden gems around Tucson.

There were a few months when I didn't feel like networking,

so I just attended the event to socialize, explore a new restaurant, and eat the delicious and free food without even caring to mention my business. People always end up asking anyway.

I've discovered so many fantastic local

businesses I wouldn't have known otherwise had I not joined the group. I became a customer of many of these businesses, and I get excited to refer my friends and family to support these local

businesses.

When I received an email reminder

that it was almost time to renew my membership, it was a no-brainer. Joining the group had been one of my best business decisions of the year.

I look forward to meeting new people and seeing the regulars at each new event.

I can't recommend Tucson Business Networking enough!

— Paul Garcia
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Google testimonials

I've been attending the TBN events this year and have to say, this is the most beneficial group I've been with. Not only have I made great connections, but I made some good friends along the way. I can't recommend Stacy and Tucson Business Networking high enough.

— Jay Walsh

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Tucson Business Networking is the best way to grow your business. I joined this group after having some success networking elsewhere. You definitely get out what you put into this. Stacy is amazing and does the most to help grow your business, but you do have to follow suit and put in work outside of the luncheons and mixers. I have met some amazing individuals that have helped me grow personally and professionally.

— Joseph Diaz

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Everything 'Done Rite'

DONE RITE SERVICES

By Amy Lee Hunter

Jordan Benjamin, President of Done Rite Services, takes pride in the name of his company as it is the company's mission and philosophy for his approach to managing his team and working with clients.

Benjamin says, "We believe in: Service 'Done Rite', Pricing 'Done Rite,' and Quality 'Done Rite.'" Benjamin also notes, "We are a partnership-based company, and are your trusted partner for any needs you have with your home or commercial business."

The philosophy of Done Rite Services is Benjamin's approach to everything. He mentions, "In life you have limited time so why not want things 'Done Rite' as much as possible."

This mindset carries over to Done Rite Services' employees and team members. They are kept well educated and receive ongoing training throughout the year.

"We offer as much training as we can within work schedules" Benjamin explains. It is important Done Rites' employees are constantly learning and improving.

"We are either getting better as people or getting worse," he says. From a company point of view, training helps in all areas. From a personal point of view, "who doesn't want to be the best version of themselves?" Benjamin goes on to say, "We offer training in all the trades, but we also offer training which helps with personal life skills and knowledge."

Benjamin started working in the AC Industry, but quickly found the value of being trained in multiple trades allows him to better meet his clients' needs. "As a company which partners with their customers. They get a good understanding of their clients' requirements and requests in a wholesome manner. It was only logical to include other trades including HVAC, Plumbing, Electrical, and Remodeling.

Benjamin is a very active networker and if not at the office or with a customer, he can be found at one of the many Tucson networking events.

"Our business has been built off reputation and word of mouth. People meet us, love us, the services we provide, and then share their experience with others," he explained. "Networking has provided a chance for people to get to know



us on a personal level which has helped with development of trust."

As the company has grown, so too, have the solutions Done Rite Services is making available to Tucson. Most recently, Benjamin and his Business Partner, Todd Yarns, who is also a Field Supervisor, have started a podcast, "Ask The Trade Pros." The Podcast has turned out to be a great expansion to the business while staying in line with the philosophy at Done Rite Services.

"The podcast is a new venture. The idea is to humorously answer people's questions regarding any trade questions," Benjamin said. "We are, of course, electrical, plumbing and AC contractors, but we also have in-house employees with years of experience in many other trades, as well as guests with skills in almost everything. So ask away, and let us help!"

Benjamin explains, "We have found a good amount of callers/customers had basic questions; simple things they just didn't know about. Why have them waste their time trying to find the answer or calling out a technician?" Providing this service seemed a natural extension of our philosophy of customer service 'Done Rite.'"

He carries this motto with him, no matter which of the many hats he wears throughout his day, where his responsibilities vary from marketing, to team management, to strategic planning, etc. Yet, as needed he will still return to the field for service calls and estimates. He enjoys the variety of the day, interacting with Done Rite managers, employees vendors, and clients.

MEMBER PROFILE



Business Networking LLC

FAST FACTS

Done Rite Services,
doneritesvcs.com,
520-369-3966, Jordan
Benjamin, President

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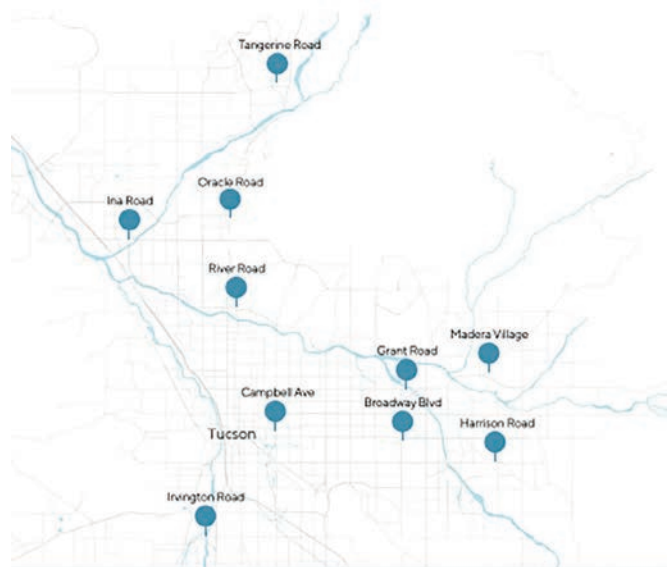
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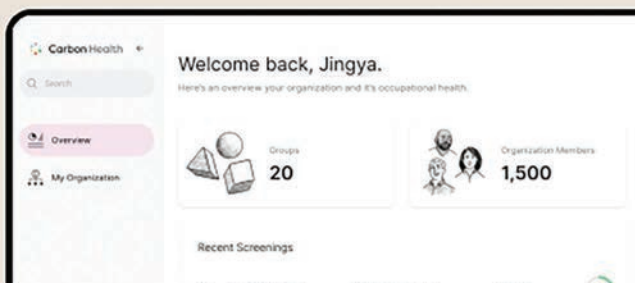
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