



Business Networking LLC

Keeping Tucson Connected®

Let's meet for coffee or lunch in the next week or two.

Hands down this is the best networking group for me.

This is a truly special and unique group that is so much more than just events.

Embracing networking opens doors and is the backbone of a successful business.

The focus isn't on a one-and-done business deal or contact, but a lifetime of friendships leading to repeat business and referrals.

We joined with the goal of increasing our name recognition and finding creative ways to grow our company.

It has facilitated meaningful connections, expanded our reach, and empowered us to serve our community better.

Every Picture Tells a Story.



tucsonbusinessnetworking.com



2024 SUMMER ANNIVERSARY

TUCSON BUSINESS NETWORKING RESOURCE MAGAZINE



PICTURED LEFT: Tucson Business Networking Founder and CEO Stacy Fowler with her mother, Randy Davidson of Randy Davidson Designs.

PICTURED ABOVE FROM LEFT: Steven Fowler of Tucson Business Networking, Tony Sanders of Old Tucson Studios and Stacy Fowler. *Every picture tells a story!*



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Every Picture Tells a Story

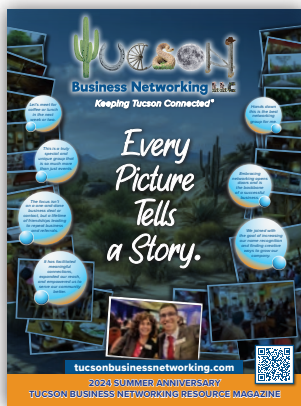
SUMMER 2024

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Edited by **Stacy Fowler**
and **Steven Fowler**



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Special thanks to **Amy Lee Hunter**
and **Mark Weiss**

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WWW.TUCSONBUSINESSNETWORKING.COM

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 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, Custom made Proud Member/Proud Sponsorship signs.
- 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 – Members \$34, Guests \$44 (subject to change)
- 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
- Logo and company listed in marketing promotions
- Logo and Advertisement on website
- Additional memberships included
- Upgrade at anytime



Every Picture Tells a STORY

I chose this magazine's theme, **Every Picture Tells a Story**, because there is always a story to be told through the lens of the camera. Originally sung by singer Rod Stewart in 1971, the song's chorus states what we see at every Tucson Business Networking event - professionals coming together to network and collaborate, having meaningful and impactful exchanges - and capturing picture-perfect moments of who they met in a photo. Whether it's a lone selfie or a group photo, Tucson Business Networking members and guests post pictures on social media sharing with their followers not just who they are but also who they're with and which event they're attending. These photos and stories have been an extraordinary way that attendees share insight into themselves and their business. It has also been an integral way that our group has grown both in the number of valued members and sponsors, as well as seeing our event attendance substantially climb.

In each of the quarterly magazines we continue to feature members through the member listings and spotlights, advertorials and advertisements, and shared member's pro-networking tips. Photos from the last quarter give a glimpse of the fun we have at Tucson Business Networking events. As we distribute these magazines throughout the community at large, our mission is to have residents learn about Tucson Business Networking and join our group; and learn more about our members and contact them for business.

As Tucson Business Networking closes in on its seven year anniversary, I want to thank everyone for making the events and the organization even more special. From the three-monthly events to the business resource magazines highlighting Tucson Business Networking members, sponsors and advertisers, Steven Fowler and I are always finding creative ways to continue strengthening the bonds

of the Tucson and Southern Arizona Community. We are excited to share that as we continue to grow, word is spreading throughout Arizona and professionals from across state, including Phoenix, attend our events. It's been an absolute dream-turned-reality bringing everyone together.

My dream of publishing a networking magazine also became a reality this past year. I wanted to educate people on how to be successful in a room full of strangers. And while helping others I learned how much work goes into making a successful, beautiful, interesting resource. I believe having a robust publication twice a year will continue to educate business minded people on being effective networkers while allowing me to focus on producing events that bring Tucson business leaders together. I have decided that beginning in 2025, the Tucson Business Networking Resource Magazine will be produced bi-annually.

We have been working on the Arizona Business Networking Conference with premiere keynote and breakout speakers and sessions. Save the date because December 10 through 12 will be educational and inspirational; and as always a time for people to come together and make stronger business connections. This will be the premiere business networking event of 2024 concluding with the popular end of year Gala! Details for these amazing events at the Casino del Sol will be announced soon. Be sure to follow us on our website, TucsonBusinessNetworking.com, Facebook, and LinkedIn. Members receive regular email updates about all our events. Join today so you don't miss out!

As we continue to share pictures and create experiences whether online, in print, or in person our mission remains: Keeping Tucson Connected!

Stacy Fowler

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)

STACY FOWLER | 520-419-5683

stacyfowler@comcast.net

Keeping Tucson Connected®

Find us on the Internet:

-  Tucson Business LLC Group Facebook
-  Tucson Business Networking LLC Group YouTube
-  Tucson Business Networking Instagram
-  Tucson Business Networking Stacy Fowler - LinkedIn



PICTURED: Jim Symonds, Sandy Drewry, Amy Lee Hunter, Brianna Peña, Kim Gaves at Playground Bar & Lounge.



PICTURED: Embassy Suites by Hilton Tucson East Mixer.



PICTURED: Aromeo Grisby, Abel Alvarez, Ellison Turner, Lindsay Glenn, Andrew O'Sullivan, Ryan Ydurarte at Risky Business Restaurant & Bar.

Jeff and Kristy Thompson, Tucson Merchant Solutions

Being a Network Sponsor at Tucson Business Networking has taken our business from being a new outsider to being valued and respected in the community. We received VIP treatment from Ron Shotts of RLS Printing and Marketing more than once. Ellison Turner of Ageless Men's Health always makes us feel like rock stars when we stop by for our B12 shots. Kristy Gordon, Eye for Design took our vision for our new logo and made it come to life! She did it quickly and for an amazing price and worked at other designs for us until they were perfect. We've been prospecting businesses with the Tucson Business Networking magazine making it more comfortable because people see we are connected in the community. We've built friendships with Stacy and Steven and even earned their credit card processing business. We've had multiple coffee meetings with various members building valuable alliances. Bruce Beikman of Gospel Rescue Mission recently referred us into his organization, and we were put in front of people thanks to meeting at the events.

Beth Connolly, ACN

I met Anita Mischuk with Walk on Easy Street through Tucson Business Networking a couple of months ago. When we first met, I knew we would be fast friends. Anita talked to me about The Alexander Technique and how she helps people with body aches/pains and blocking thoughts/feelings. I was interested in learning more, so we worked a few sessions together and the results are amazing. I found out how my thinking, spirit, mindset and body all work together... or in my case didn't because I had a lot of back/neck and joint pain. I am impressed at the simplicity and power of our mind-body-spirit and how easy it is to help yourself with guidance! The results have been amazing! I've experienced a reduction and even release from pain. I was used to taking 800mg ibuprofen daily and in the past had resolved myself to live with a certain amount of pain. How incredibly glad I am to have met Anita and had an opportunity to learn about her talents and myself. I would strongly recommend working with Anita and learning how you can improve your quality of life!

Nicole Ralston, AGNP and Stephanie Carter, Hospice in the Desert

We joined Tucson Business Networking in March with the goal of increasing our name recognition and finding creative ways to grow our company. We pride ourselves as being "committed to caring for our community" and we are proud of the fact that we are committed to serving our community in a way no corporation owned hospice can. What we have been surprised to find in TBN is the opportunity to connect with our community in different ways. We have taken the opportunity to partner with Fernanda Almeida with Contact One for our answering service, Carbon Health for our employee drug screening, Stacy Pincus with AZ Sands Club for additional Networking opportunities, Gwen Mikinski with the Alzheimer's Association Desert Southwest for outreach opportunities, and Katherine Clancy with The Valley Magazine to help us announce our presence in Green Valley. Thank you Tucson Business Networking for helping us help our community by keeping it local!

Terri Bowen, American Lung Association American Lung Association/AZ

The best part of my journey with Tucson Business Networking is growing meaningful friendships and connecting people that extend beyond business transactions. These connections have not only enriched my life but are also integral to the fabric of community. For example, State Farm Agent Thadeaus Jones, helped me save over \$1000 annually by bundling auto and homeowners' bundling. A friendship that transcends into business. Similarly, my relationship with Debbie Hayes, Elizabeth Gadi, Stephen Fowler, Mark Weiss, Gretchen Knutson, and several more local Tucson locals have built the Tucson LUNG FORCE Walk Committee, an invaluable group of talented businesspeople working on the mission of Lung Health for us all. Beyond the talents of this team community has been built. Here's to the friendships forged, the collaborations sparked, and the stories yet to unfold. Cheers to the next chapter of our journey together!



PICTURED: Inca's Peruvian Cuisine Sponsor Breakfast.



PICTURED: Firehouse Subs, Tucson Spectrum



PICTURED: Carrabba's Italian Grill Luncheon.



PICTURED: Honey Baked Ham magazine launch.

**Nicole Piper,
Piper Family Painting**

The phrase, "It's not what you know, but who you know" rings true. For my small business, networking has been the catalyst for our growth and success. One key partnership that contributed to our journey is with Stacy Fowler. Her patronage and confidence in our craftsmanship not only provided us with business but also opened doors to multiple referrals and garnered trust and loyalty from her and her connections. Other collaborations were with Jordan Fernandez from SEO Dynamic and Jynnifer Dodson with the Patch Boys of Greater Tucson, and Jake and Dallerie at A-Authentic Garage Door Service. Networking has been instrumental for our small painting company forward. Beyond transactions, it has facilitated meaningful connections, expanded our reach, and empowered us to serve our community better. Thank you to Tucson Business Networking and all its members.

**Marty Penunuri,
Turf Paradise, LLC**

I can't believe it has been 8 years since I met Stacy! Once she created Tucson Business Networking, I did not hesitate to join. Within the first meetings, I received new business from multiple group members, such as Jaime Garcia, Kathy Peate, Stacie Schmalz, Bill Bathe, Stacy Fowler, and others. My company and I are honored to transform my colleagues' space into paradise! In addition to the new connections, I have formed with other local businesspeople, the meeting format and frequency enable members of our group to get to know my business, and theirs in a flexible, natural, and engaging way. Stacy exemplifies all the best qualities of a leader in the network. I enjoy catching up on Thursday with my group and attending mixers. Food, connections, business, and friends all in one place!

**Adeelah Saad,
Mothers Against Drunk Driving**

When I joined MADD Arizona last Fall, I had never been to Tucson often or knew much about the community. After joining Tucson Business Networking and attending their networking events, I have met people in the community and built long-lasting friendships and professional relationships. One example is meeting Amie from Amie's Quality Cleaning who I sat with at a recent luncheon. From our time together, Amie chose Mothers Against Drunk Driving as her charity for her business and to support and raise money. She is very excited about this opportunity and will be helping with the Tucson Walk on December 7. For more information about this walk: walklikemadd.org/tucson

**Jerry Acosta,
Property Pioneers**

After joining less than a year ago, I've given and received referrals but most importantly, I've started to build priceless long-term relationships. In April, I helped Marty Penunuri's friend who had a bad experience and urgently needed to find and buy an off-market property for his daughter. I found a great deal for the client and closed it in two weeks. I attended a luncheon at El Charro Cafe North and was so impressed with everything about this restaurant and decided to host a quarterly Investor workshop there. The first one in May was hugely successful with various investors and Tucson Business Networking members interested in property and working with me. Hands down this is the best networking group for me.

Winning in more ways than one

Anissa Brown, Goalsetters Career & Workforce Development

Tucson Business Networking has been an asset for me and our business. I started attending TBN mixers in 2019 when I opened my career & business coaching company.

I first heard about TBN from Stacy Fowler. We sat next to each other at a lunch & learn. Stacy told me all about TBN and how she wanted to connect businesses & Professionals together. I was so impressed with her, her vision and passion for TBN, I had to attend her events.

Once Stacy learned I was a career coach she said “you have to meet my son Steven he needs a little help with navigating his career”. Right then & there in the middle of the lunch & learn Stacy called Steven and introduced us via phone. Steven and I had a great conversation and we met the following

day. It turned out by happenstance that Steven was one of my first clients when I opened my business in 2019.

I am honored and proud to be working with Steven. In addition to making new friends and business connections, I have been reintroduced to old friends from middle school, and high school. Kylie Arnold with Arizona Appliance and Home who I haven't seen since 8th grade and Karyn Damschen with Damschen Financial Planning who I haven't seen since high school. I am grateful to be reconnected with them after all these years.

Lastly, I highly recommend attending the December mixers. At the 2023 mixer at Desert Diamond Casino, all the guests received a \$20 player's card to play the slot machines. I inserted my player card and pushed the spin button, and I won \$3,000 dollars with that one spin. I couldn't believe it. I haven't



PICTURED: Jennie Gage, Frank Lopez, Jerry Acosta, Ellison Turner, Jana M. Suchy, Anissa Brown, Marty Penunuri at Kon Tiki.

played a slot machine in over a decade and I am not familiar with any of the games. I cashed out immediately and continued playing the rest of the \$20 player's card and my husband's \$20 player's card without success.

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PICTURED: Aromeo Grisby, Abel Alvarez, Ellison Turner, Lindsay Glenn, Andrew O’Sullivan, Ryan Ydurarte at Risky Business Restaurant & Bar.

**Wes Stolsek,
Omni Homes International**

About six years ago, I belonged to a local Chamber of Commerce because I thought it would enhance my business. I had no clue how to network. One morning at breakfast, I met Stacy, and she told me she was starting a business network and wanted to know if I would be interested in attending. I decided yes, I would. So, I went, it was a small handful of people, just passing out business cards to each other and saying what they did. But this had a different vibe which I could not describe then, so I joined the Tucson Business Networking, still not knowing what the heck to do. As a matter of fact, over time, I became friends with Stacy and Steven, and since then I have now considered several people in Tucson Business Networking as my friends. I can refer them to other Realtors, people I know, and clients. I have done this. I eventually learned that networking was about creating business relationships. Along the way over the last six years minus the time for Covid, I have made some great relationships with many of the people in this network. I have referred a lot of business their way during these years and still do. You see, being a small businessman going to these events is not about me, it’s about you! It’s about people! It was never about me. What can I do for you?



PICTURED: Kristi Thompson, Ron Shotts, Diana Brettrager at the Dante’s Fire Sponsor Breakfast.

**Ron Shotts,
RLS Printing & Marketing**

Networking within this group has resulted in numerous referrals and collaborations. By building trust and establishing strong relationships, fellow members have recommended my services to their networks, expanding my client base. I have had the opportunity to collaborate with other businesses on joint projects, further enhancing my business’s reach and impact.



PICTURED: Playground Bar & Lounge.

**Brittini Linae Gutman,
Allstate Insurance Agency**

There is power in consistency. We are a community of networkers and business leaders, and you know what, we do good business. There is no way to accredit consistency, however, without time and opportunity. Each time we show up to a TBN Lunch and strengthen the bonds we’ve created; the referral connection is solidified by the consistency we’ve shown. I know all about the stigma my friend Mark Weiss is working hard to break about the car sales industry. I know it so well, in fact, that a client of mine said “We don’t want to work with a salesy car guy” and I was able to confidently refer them to Mark. Another dear friend said she needs the most reliable plumber we know, and I happen to know personally that Picture Rocks Plumbing has Integrity. You know what else consistency means? It means you can count on it! You know what else you can count on? Me thinking of Nova Home Loans. The juice to the orange I’m squeezing here is that these aren’t just opportunities to send referrals- these are belly to belly connections of good sticky business because they are built on a foundation of trust. No one person can whistle a symphony. Let’s grow together!

**Bill Bathe, Medicare Broker
Lets Find Your Plan**

Networking is an essential tool in business. Tucson Business Networking has taken that to a whole new level. A lot of business boils down to who you know. And at TBN, making connections is key. As a former Major League Baseball player, former Tucson Fire Captain and current insurance broker specializing in Medicare, I understand the importance of establishing good relationships. One of those relationships is Marty Penunuri, owner of Turf Paradise. Having just built my dreamhouse over two years, Marty was able to offer her services with artificial turf for a section in my backyard. By meeting her during a TBN event we developed a relationship and when the time came, her company came out and installed a beautiful section of turf off the patio area. It’s important to build relationships and invest the time to know someone and learn about their business and interests and how to help them. When you do this, you will find you have new friends and new business coming your way. And Tucson Business Networking is the best networking group I have ever come across to accomplish that.

The contacts just keep coming

Diana Brettrager, Southern Arizona Book Heroes

It's hard to believe all of the contacts that Southern Arizona Book Heroes have made during the past year and a half. Three of our seven board members directly resulted from our membership – Amanda Giroux, Mark Weiss, and Adam Roth.

At my first meeting, Terri Bowen, American Lung Association of Arizona, was one of our biggest supporters by introducing us to numerous community members.

Our gala was sponsored by Jordan Benjamin, Susan Martinez, Amanda Giroux, Kim Dees, and Irene Coppola. Ron and Kathie Shotts were most generous in providing us with boxes of books and blankets to be distributed to children throughout our community. Jeff & Kristy Thompson have been generous in our book donations. Kenitra Clardy,

Gretchen Knutson, Frank Lundin, and Will Pena generously offered to put donation boxes at their businesses. Ernesto Duran has been a valuable volunteer at our community events. We love the tablecloths and banners from Jeff Saunders.

Through this organization, I have become friends with Matthew and Meredith Dunkel; she lived in the same small town I did in Illinois. At the Holiday Party in December 2023, we were the chosen non-profit.



PICTURED: Chris Edwards, Veronica Peterson, Diana Brettrager, Stacy Fowler at Carrabba's Italian Grill.

Dive into Summer

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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I know a guy/gal!

By Andrew T. O’Sullivan

I love it when my clients call and ask if I know someone who can help them, and I can confidently say “I know a guy/gal!” How do I do this? I network, connect, and build relationships with many different people in many different industries.

As a professional wealth manager, making sure my clients are getting the best service is as important as the placement of their financial investments. Service goes beyond just giving clients a phone number for them to call, it is about knowing

MEMBER PROFILE



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FAST FACTS
Andrew T. O’Sullivan,
 Wealth Management
 Advisor, Meridian Wealth
 Management LLC.

exactly who they are calling, as my recommendation is an extension of me.

Networking has been instrumental in not only growing my business but as a high-quality Rolodex of companies and individuals I can lean



on to make sure my business survives.

Advisory services are offered through Meridian Wealth Management, LLC, a Registered Investment Advisor

Service goes beyond just giving clients a phone number for them to call, it is about knowing exactly who they are calling, as my recommendation is an extension of me.

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BEST AUTO SALES PERSON

It's not so much about clients, it's more about collaboration

By **David Swift**

Everyone has a story to tell, Arizona Book Publishing puts your stories into print. David Swift has been writing and publishing books for over 25 years, but networking is crucial when it comes to collaboration.

Networking allows me to connect with other professionals in the publishing world. I meet illustrators, printers, editors, marketers, and other industry experts I can work with to expand my client services. These collaboration opportunities provide a wealth of knowledge and

reveal potential I might not have otherwise realized.

As a publisher, my reputation matters, so knowing other professionals who are willing to say something good on my behalf goes a long way.

When others recognize my expertise and reliability, they're not only more likely to hire me but to recommend my services to others. Connecting with other professionals allows me to receive feedback and improve my publishing business.

Networking also provides emotional support for the challenges I face. Embracing networking opens doors and

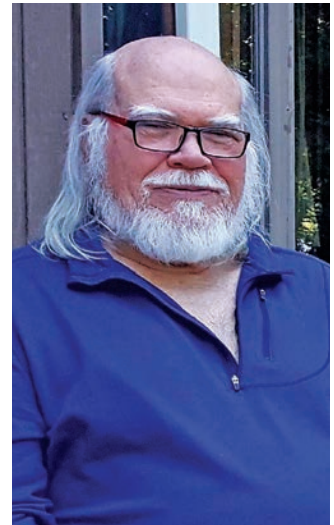
MEMBER PROFILE



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FAST FACTS

David Swift, Owner and Publisher, Arizona Book Publishing



is the backbone of my successful publishing business.

I find both in-person and online networking to be valuable. In-person events like book clubs, writer groups, Tucson Business Networking, and conferences allow for

deeper connections, while online platforms provide convenience and a broader reach.



Escape the new normal
Upgrade your WorkLife at Arizona Sands Club

Work remotely & network

Enjoy amazing Tucson cuisine

Get access to top notch Member events and private event spaces

Scan QR Code to book your VIP tour today. Visit us at www.azsandsclub.com

A good networking group is essential in making face-to-face connections

By Dianne Schmidt Nygard

As a business owner and serial networker, I am always looking for opportunities to connect with other businesses. There are many choices, especially here in my local market in Tucson.

When I assess an opportunity, what is the ROI—what will I receive for my time, money, and resources? My life and health insurance company, Sandbrook Benefits Group LLC (aka Sandbrook Group) has been built primarily on referrals. Referrals and promoting our brand along with

MEMBER PROFILE



Business Networking LLC
FAST FACTS
Dianne Schmidt Nygard,
 Owner/Broker, Sandbrook Benefits Group LLC.

valuable connections in our community, have been our lifeblood!

Early in my insurance career, I realized the value of meeting new people and establishing connections with “strategic partners”- other advisors who work with my



ideal client regularly. Every business has “feeder” businesses—other businesses that can easily refer clients/customers to you.

Networking gives you the platform to make these valuable connections. I highly rec-

ommend following up with a one-to-one meeting with that referral partner and establishing yourself as the “go-to” for your services and products.

In this digital world, although connections are being made online, I still find that face-to-face is still the best way to connect and being involved in a good networking group is essential in making and retaining those relationships.

Networking in Tucson, especially with Tucson Business Networking, provides many business connections. I highly recommend it!



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The art of networking: Building genuine relationships and community

By **Ellison Turner**

In the realm of professional networking, we often emphasize the exchange of business cards and the perfect elevator pitch. However, beneath the surface lies an art form—an art of building authentic relationships and nurturing communities.

At its core, networking is about trust. People are more inclined to engage in business with individuals they trust. This trust doesn't blossom overnight; it's cultivated through genuine friendships and acts of kindness.

Consider this: the most



valuable referrals often come from those who see beyond the transactional nature of business. They come from friends, colleagues, and acquaintances who genuinely want to see you succeed.

So, how do we foster this trust and sense of commu-

MEMBER PROFILE



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FAST FACTS

Ellison Turner, Client Relations Manager, Ageless Men's Health

nity? It starts with a simple yet profound concept: reciprocity. If you seek help, be prepared to offer it in return. Networking isn't a one-way street; it's a collaborative effort where everyone benefits.

Your greatest contribution to the networking communi-

ty lies within you—the willingness to give back. Whether it's offering mentorship, sharing insights, or connecting others, your actions have the power to enrich the entire network.

In essence, networking transcends mere transactions; it's about building a tapestry of relationships and communities where support and trust flourish. So, as you navigate the professional landscape, remember to lead with authenticity, kindness, and a spirit of service. After all, the true art of networking lies in the connections we foster and the communities we nurture.

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Sending emails in your networking

By Greg Duran

Most people involved in networking send emails out to set appointments, send information, follow up on leads, mail out newsletters, and on and on.

Recently Google, Microsoft, Yahoo and a number of other email hosting companies got together and are starting to enforce DMARC. "what is that?" you ask, DMARC, DKIM and SPF are all parts of the subset of email communication standards that you will need to comply with in the very near future. If your mass emailing through software such as MailChimp, Constant Contact or others they already have re-

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quired you to configure some of your settings in SPF in order to continue the email flow.

So let's break it down to what you need to know in as little geek speak as possible; DMARC stands for Domain-based Message Authentication Reporting and Conformance. But what does this actually mean?

When you send out an



email the DMARC policies along with DKIM and SPF configurations work together to essentially tell the rest of the world that you are legitimate. The receiving email box checks your DMARC configurations and decides if it will allow your email to enter the inbox, go to spam or reject your email all together based on your configuration. This is why your DMARC is so important in getting your email


delivered. As stated above the first steps of this are SPF settings, which you have most likely already received a notice about and may even have configured, but soon (and they have not announced when) larger email providers will start enforcing more stringent settings involving DKIM and DMARC. This is why it is vital for you to get this figured out sooner or later. You need your email to work to network!

There are many companies and services available to assist you with these configurations, reach out to your IT provider first as they should be your first resource and if they can't assist you, you can always give us a call.


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Networking Success: The picture of a networking success story

By Jordan Benjamin

When I first ventured into the networking world, I was full of passion and expertise in my field but lacked the knowledge of how a networking group could expand my horizon. I was lucky to discover and learn the power of local networking through Tucson Business Networking. This helped my business flourish, introducing me to some of the most incredible individuals.

The opportunities have enhanced my business' success. With a wide variety of people in the network, it provides a platform where I can share challenges and seek advice. While most people think of networking as a one-way street

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Jordan Benjamin,
President/CEO,
Done Rite Services



offering resources and opportunities that were otherwise out of reach.

Networking works: for example, Holly Reed, RN, works for Modwella providing mobile wellness services. She provides vitamin rehydration services along with medical solutions helpful to those who are sick or during sweltering summer days.

Over the course of a few conversations, I learned of many ways Holly's services

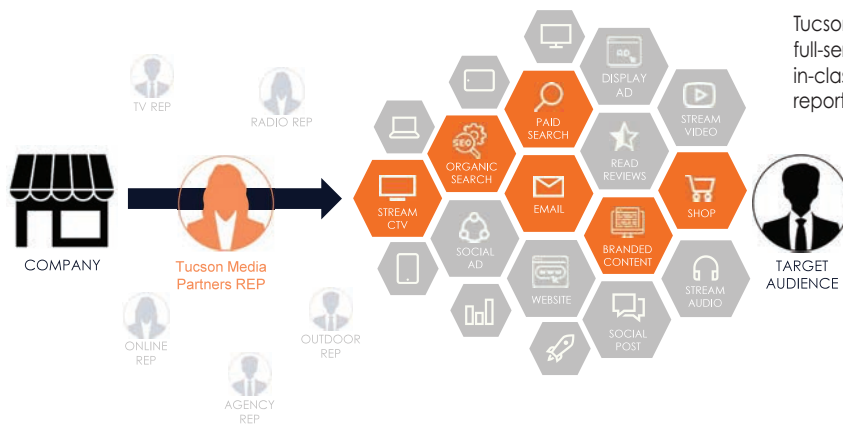
could help both myself and my employees. Done Rite has partnered with Holly Reed. Networking is a two-way street. During our conversations, Holly told me about water issues in her home. We were able to create water treatment solutions to address these issues and other things in her home. Done Rite Services and Holly Reed came out better through networking.

Networking should be more than just generating a transaction. Engaging with diverse individuals brings new perspectives. I meet people and hear about products and services I otherwise would not know. Each meeting is a learning experience, contributing to both my personal and professional growth.

offering sales leads, it also provides support and resources to help us all succeed. Many people I have met are critical in the growth of my company.

I have forged connections that transcended sales opportunities. I met local suppliers, collaborators, and even competitors, all willing to help each other succeed. These relationships proved invaluable,

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
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Beyond business: The heartbeat of networking

By Liza Lopez

In the bustling world of business, networking often gets a bad rap for being all about transactions and deals. But peel back the layers, and you'll find something truly special – connections that go beyond just business. Think about it as building your own community – a group of like-minded souls who have your back, cheer you on and share your journey.

Sure, you might meet them at conferences, industry mixers, or even online forums, but what matters is the genuine connection you forge beyond exchanging business cards. These connections aren't just about what

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they can do for you right now; they're about the potential they hold for the future. They are your sounding board when you need advice, your cheerleaders when you reach milestones, and your partners when you embark on new ventures.

And let's not forget the



invaluable knowledge and resources that flow through these connections. Need a reliable graphic designer for your next project? Your network has got you covered. Stuck on a problem or need some advice? There's bound to be someone in your community who's been there,

done that, and can offer a fresh perspective.

But perhaps the most magical thing about networking is the unexpected opportunities it brings—a conversation that sparks new ideas, a mentor who changes the course of your career, or a friend who becomes your partner in crime for a passion project.

At its core, networking is about stepping out of your comfort zone, learning from others, and embracing the richness of diverse perspectives.

The next time you find yourself at a Tucson Business Networking event, remember that it's not just about business – it's about building relationships.

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THE POWER OF NETWORKING: Engaging confidently and building lasting relationships

By **Lourdes Garber**

Networking is a powerful tool for cultivating invaluable professional relationships and opening doors to new opportunities. Begin by clearly defining your objectives: what are your goals for networking? This focus will guide your interactions and maximize the effectiveness of your efforts.

Effective networking is about much more than exchanging business cards; it's about fostering genuine connections that can result in lasting professional relationships. Effective networking requires a deep understanding of our goals and focuses on building meaningful



relationships rather than collecting contacts. Each interaction should be about mutual benefits. Demonstrating genuine interest in the people we meet and considering how we can support each other enhances the value of our network.

Embrace every interaction. Whether it leads to an immediate opportunity, each meeting

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Lourdes Garber, Vice President/Branch Manager, WaFd Bank

is a step toward building a supportive business community. The goal is to contribute to and benefit from a network supporting personal and professional growth. Regularly attending networking events can greatly enhance our business by increasing referrals. These interactions are beneficial and are essential for ongoing

professional development and success.

I enjoy networking meetings because they allow me to meet many people with whom we can mutually assist through referrals. For instance, I once encountered a potential client needing a service we did not offer. I contacted a loan officer I had met at the Tucson Business Networking event. Although he did not serve that type of client, he referred me to a colleague who did. The client was satisfied with the swift and effective solution, all made possible by the connections forged at networking events. I have received new business and inquiries about our products from other attendees at Tucson Business Networking events.



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Networking in the big city

By **Tony Sanders**

Tucson is a big city in scale but has retained its charming small-town feel both in spirit and its sense of community. This provides an atmosphere of both growth and expansion as well as an all-in-this-together sense of camaraderie when it comes to business-to-business relations.

Taking advantage of the many unique networking events on offer throughout Tucson allows for both newer and established business owners, managers, and employees to connect with peers, who may share similar vision, or may be pioneering creative ways to increase

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Tony Sanders, General Manager, Old Tucson

their customer base and customer satisfaction.

Networking offers a forum for sharing those goals and ideas and discussing collective solutions all in a supportive and celebratory environment.

Many successful partnerships and collaborations that we now enjoy at Old Tucson came together by attending



local networking events and mixers and experiencing shared 'ah-ha' moments both with those working in similar entertainment and attractions-based industries, and

also in unrelated fields. What connects us is a collective desire to see tourism in Tucson continue on its impressive upward trajectory; community is key.



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Networking allows opportunity for growth in more ways than one

By **Valeria Arnold**

Public speaking or just speaking to new people has never been my forte and networking has allowed me the opportunity to come out of my shell. Tucson Business Networking has allowed me the opportunity to challenge myself and grow as a professional and as an individual.

I am new to the Networking world, but Tucson Business Networking has been an incredible platform with a group of individuals who openly welcome everyone and provide a space where we can all

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Valeria Arnold and Susan Martinez, Membership & Community Engagement
Rep I, Hughes Federal Credit Union

build connections and grow relationships. Networking can be intimidating at first, but I am thankful for the people and relationships I have built thanks to Tucson Business Networking.

By **Susan Martinez**

Networking is indeed a fantastic way to build both professional relationships and friendships, while also growing your business through referrals.

The companies and people I have met through Tucson Business Networking have been exceptional.

I have received both business and referrals, as well as sending business and referrals to others.

It has allowed me to expand my circle of influence, learn from others, and collaborate on initiatives.

Plus, the friendships I have



formed along the way make it even more enjoyable and rewarding. It's a win-win situation all around.

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