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FALL 2023

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Best Membership
Organization
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Best Local CEO/
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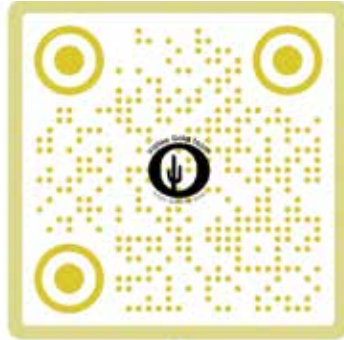
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*Does not include removal of current kitchen, plumbing, or appliances. Call for details. Expires 10/4/23

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Who.
Who?



FALL 2023

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Cover photo by
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Special thanks to
**RANDY DAVIDSON AND
AMY LEE HUNTER**

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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
- 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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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

Tucson Business Networking members sure helped me celebrate a lot this last quarter! Not only did we launch the Tucson Business Resource Magazine but we took home three Readers' Choice Awards!

Local business owners, managers and professionals supported the inaugural, Tucson Business Networking Resource Magazine. Thanks to all of you, the first-of-its-kind magazine was a smashing success! The enormous support from our advertisers not only covered the costs associated with producing our beautiful magazine *BUT* also allowed me to add to the total number of pages and increase the circulation by *one thousand* copies! The inaugural magazine was warmly received in June throughout the Tucson region and is available online.

And because our members are super supportive, and we love any excuse to get together, we had more than 400 business professionals celebrate our efforts at the magazine launch party at the beautiful Eddy Hotel.

August also saw many of our members recognized for being a Tucson favorite in their field at the 9th annual Arizona Daily Star Readers' Choice Awards. This year there were approximately 50,000 nominations and almost 400,000 votes! The event had its largest turnout with over 1,000 tickets sold. This annual contest promotes and honors our region's businesses and hard-working business professionals.

I was so humbled that our group was voted the best in three categories:

- Best Business Referral/Networking Group**
- Best Membership Organization**
- Best Local CEO/Owner**

Readers' Choice Winners are determined by who received the most votes in each category. The next highest votes are chosen as Readers' Choice Favorites. I am truly thankful that our community voted me and Tucson Business Networking as the Winner in our categories for multiple years in a row! I'm also so proud that more than 40 members of our organization took top honors.

I actively participate in the Readers' Choice because the annual contest promotes and honors hard-working business professionals and gives us an opportunity to connect with our customers

and rally support from our loyal customers and fans.

Speaking of loyal support, there has been so much buzz planning the second quarterly magazine. The continued support from those who advertised in the first issue, along with growth from new advertisers afforded us more space - with more pages to showcase businesses, highlight our members with their networking articles and tips, photos, the membership directory, sponsors and more. I can't wait for you to spend time with these pages getting to know your Tucson community a little better.

The idea of creating a Tucson Business Networking magazine came about five years ago and my hope is that it's one more connection for each of us to make. Within these pages you will find one more way to get to know someone and maybe an insight that will help you decide who to do business with in the future. The magazine will be published quarterly and is advantageous for those who are considering promoting their business and of course, all about getting the most out of networking.

I truly believe networking is a fantastic way to meet more people while making new friends and building new relationships that may possibly be mutually rewarding in business. There are loads of possibilities where you can venture out and meet people and promote the business you represent or own. These situations can be nerve-racking and may sometimes feel daunting. I'll admit walking into a room where we don't know everyone is not a natural or comfortable feeling. That's why I started Tucson Business Networking - to create a space where we can improve our relationships with each other. This magazine is one more way to bring our business community together to cultivate new friendships and to help make meeting each other mutually rewarding while promoting our businesses.

As always, everyone is invited to join Tucson Business Networking or come as a guest.

Dreams really can come true.

Keeping Tucson Connected,

Stacy Fowler

Founder and CEO of

Tucson Business Networking LLC

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THE VALLEE GOLD TEAM

We are **Kathy and Don Vallee, The Vallee Gold Team**

Kathy and Don Vallee are a real estate team who possess a unique and powerful insight into the local real estate market and the abundant opportunities this great city has to offer.

“Our journey in real estate has been driven by a genuine passion for helping people achieve their dreams and find their perfect place in this wonderful city,” said Kathy, who is a second-generation realtor with a deep-rooted connection to Tucson.

“Our enthusiasm for Tucson is boundless, and we are excited to reveal why it is truly a hidden gem,” she said.

As top producers in Tucson, the Vallee’s take immense pride in their track record of success.

“In the year 2022 alone, our team achieved an impressive \$88 million in real estate sales, which earned us a prominent position on the esteemed Real Trends’ list of top Arizona real estate teams,” Kathy said. “Our consistent ranking among the Top Large Teams in Arizona by volume is a testament to our unwavering commitment to excellence and delivering exceptional service to our valued clients.”

If you are contemplating selling your home, The Vallee Gold Team should be your choice for several compelling reasons.

“Our extensive database boasts a diverse pool of motivated buyers who are pre-approved and eager to find their dream homes in Tucson,” Kathy explained. “This advantage translates to the potential of selling your property quickly and at a favorable price, saving you valuable time and maximizing your return on investment.”

The Vallee Gold Team’s involvement in the influential business network called Real Producers has further enriched their expertise in the real estate industry.

“Through exclusive Real Producers events, we connect with fellow industry leaders, enabling us to stay at the forefront of market trends and offer cutting-edge solutions to our clients,” Kathy said. “We believe that our consistent listing among the

MEMBER PROFILE



Business Networking LLC

FAST FACTS

Kathy and Don Vallee,
valleegoldteam.com,
520-544-5555, Realtors,
The Vallee Gold Team



top 10 in Tucson’s real estate elite is a testament to our unwavering dedication to delivering outstanding results and personalized service.”

Beyond professional achievements, giving back to the community is at the core of the Vallee Gold Team’s values.

“With each transaction, we contribute to and support the Long Cares Foundation, a cause that is particularly dear to our hearts,” Kathy said. “Over \$3.5 million has been donated to over 200 different non-profit organizations in the communities where we live and work. This deep commitment to making a positive impact on the lives of others drives us in both our personal and professional endeavors.”

An opportunity of great honor and excitement for Kathy and Don was being selected to host the Emmy-nominated American Dream TV for the Tucson Area.

“This platform allows us to showcase the beauty and potential of Tucson’s real estate market to a broader audience. As hosts, we are eager to share our extensive knowledge and passion for this city, presenting it as the perfect place to call home,” Kathy said.

Since 2000, the Vallee’s journey in real estate has been characterized by their native connection to Tucson, unwavering commitment to excellence, and dedication to their clients’ success. “As the Vallee Gold Team, we bring a powerful combination of local insights, and extensive networks – including the Tucson Business Networking connection.

“Let us be your guides through your real estate journey and together, let’s unlock the endless possibilities that await you in the enchanting city of Tucson,” Kathy said.

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10.28.23

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Photo by JONATHAN ARLIA

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.

“If you believe networking will work, you see opportunities. If you don’t, you will see obstacles.”

— *Randy Davidson, Randy Davidson Designs*

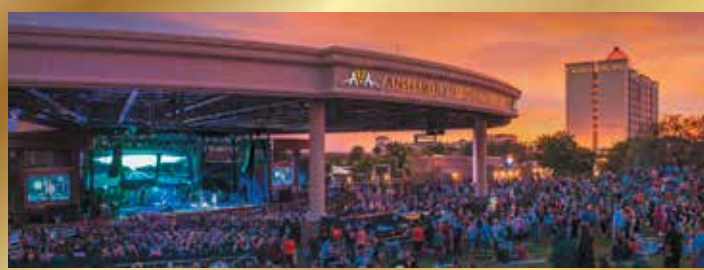
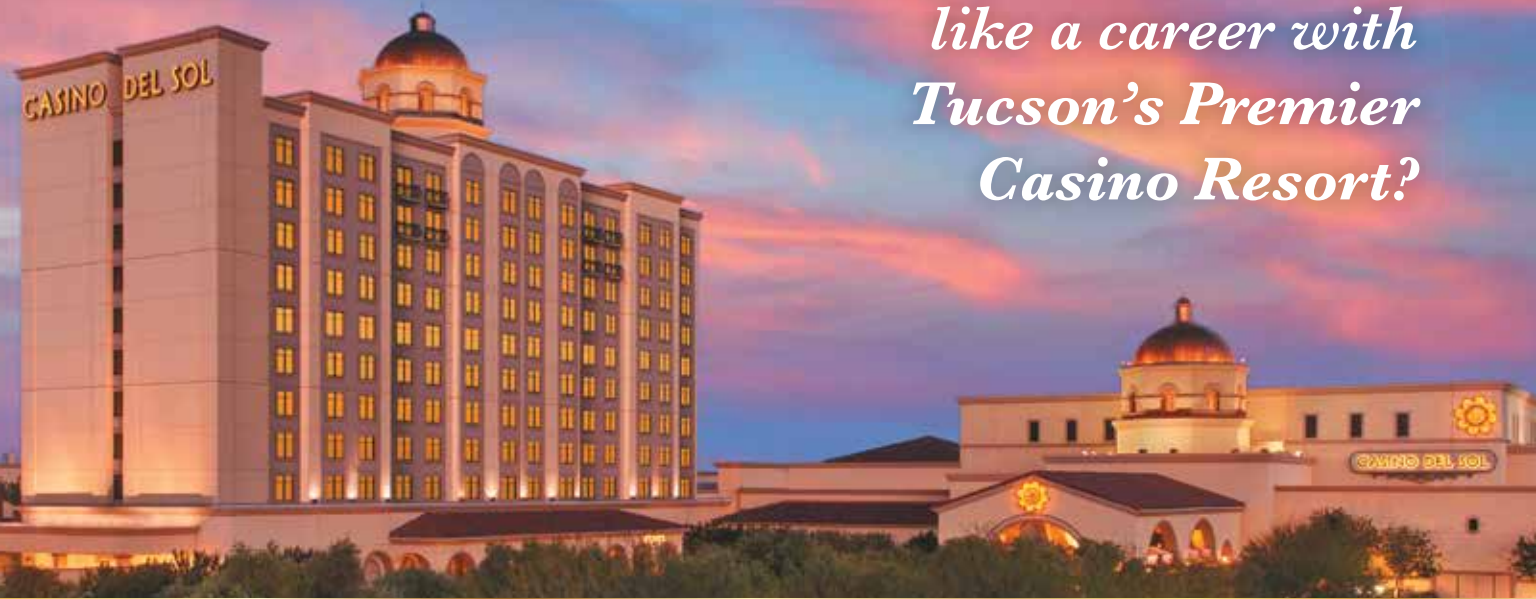
“Be open to unexpected new connections. Sometimes the person who does not seem to be your ideal introduction after a conversation will end up being an amazing connection.”

— *Jordan Benjamin, Done Rite Services*

“Networking is about building trust and connection. Large events are great for initial introductions, but the real work comes in the relationship you nurture outside of the events.”

— *Jennifer Hagar, Sandbrook Group*

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I'm in the business of intentional networking. My goal is to connect people who are in each other's circle of influence. It could be an area in which they are lacking, and that intro can help the other fill the gap. Benefits for both!

— *Lori Fimbres, Thryv, Inc.*

"Be clear and concise. Keep the pitch short. Ask a question at the end of your intro that does not end with a yes or no answer. Wait for them to ask for your business."

— *DanaMarie Maiello,*
Nutrigenomics-Holistic Freedom Institute

"Smile, listen and ask more than you talk. Have fun!"

— *Jacob Dinkel, Assured Partners of Arizona*

"Be consistent. Don't just show up now and then but be there every time. When people need your services, they'll know you and come to you."


— *Joan Lee, Bustos Media*




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Photo taken at Geronimo Restaurant

Meet Katie McClelland,

Meet Katie McClelland, the driving force behind exceptional events at Gentle Ben's, Bacio Italiano, and Agave House all nestled on University Blvd. Her passion for crafting remarkable experiences elevates every occasion. From intimate gatherings to grand galas, Katie's expertise in private events and catering ensures that each event becomes a cherished memory. Whether it's a holiday celebration, Employee Appreciation Event, or an award ceremony, her meticulous attention to detail guarantees a flawless execution whether creating a large-scale affair or crafting an intimate gathering. Beyond traditional venues, Katie's talent shines in off-site catering. She transforms any space into a culinary haven, infusing captivating ambiance wherever she goes. Corporate luncheons, milestone celebrations, and social gatherings all benefit from Katie's expertise, ensuring a feast for the senses, no matter the location. Katie's commitment to infusing creativity into every event is evident. She understands that each occasion is a unique canvas, ensuring every detail – from menus to music – contributes to an unforgettable experience. Katie's hallmark is her dedication to personalization. She takes the time to understand her clients' vision, translating it into an event that reflects their style. Whether a themed soirée or an elegant affair, Katie seamlessly integrates her client's personality into every facet of the event, resulting in a tailored and remarkable experience. Whether an intimate gathering or off-site culinary adventure, Katie's touch ensures every event is extraordinary. With Katie at the helm, your event's success is in capable hands, promising remarkable and lasting memories.



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“The main thing to networking is the fact that you have to show up, talk to people, and as per my article in the first magazine, Be Present!! You are making business and yes potentially personal contacts that will enhance you significantly as time goes forward.”

— Wes Stolsek, *Omni Homes International*

“Follow up is the key to networking!”

— Sal Cabibo, *Midwest Regional Bank*

“Connecting with others who SERVE the same community as you is a GREAT way to find ways to collaborate to BUILD the communities around you. Always lead with an abundance mindset. Here we growwwwww!”


Moe Hernandez, CMS Mortgage Solutions

“Relationships come first, business comes second.” As someone who’s still figuring out how to network, I try to remind myself of that every time I come to the mixers/breakfasts. It seems to have led to the most meaningful connections I’ve made.”


— Travis Manson-Drake, *Horizon Solutions LLC*

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PICTURED: Brenda Baca, Fatima Cervantes, Steven Fowler, Sandy Drewry.

“Networking is as important as all other facets of your business, you are building relationships on trust and professionalism. Treat your customers like you prefer to be treated and they will want to do business with you!”

— Jeff Saunders, Lady Baba does Promo

“Listening is one of the most valuable, yet commonly overlooked, skills to have in networking and business. Listening enables you to learn about others, personally and develop a productive professional business relationship. Ask open-ended questions and be genuinely interested in their responses.”

— Ron Shotts, RLS Printing and Marketing

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Build genuine connections by actively listening and showing interest in others. Focus on what you can offer and how you can help, fostering mutually beneficial relationships.

— Jynnifer Dodson,
The Patch Boys of
Greater Tucson



PICTURED: Sage Dyer, Sam Dyer

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— Sean Scott,
 Human Interest

PICTURED: Sandy Drewry, Jennifer Turner Jones, Mark Weiss

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“Networking is not like walking into a business meeting. It’s also a reunion. People you are looking forward to seeing and getting to know better, make friends and grow your business.”

— *Cassandra Adams, Stardust Soaps LLC*



PICTURED: AnnieLeah Powers, Sue Babcock

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To get the most out of attending a network event, be prepared for numerous interruptions throughout the evening and plan on 3-minute encounters. Follow up with everyone who showed interest in engaging with you and finding out more information about your company and service or product.

— Southern Arizona Attractions Alliance,
Joey Eno, Tom Moulton



PICTURED: Jessica Garcia, Celina Urias

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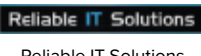
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Will the Screen Guy

Who are you?



How to build your personal brand through networking

I am **Mark Weiss**
Your Lexus Guy

It's a great question. "Who are you"? We really do wanna know.

When I first started networking, I didn't really know who I was (professionally speaking, of course), what my message was let alone what my "personal brand" was. I soon learned that a bit of introspection was vital.

I was nervous at my first event and only attended a handful of events before I decided it wasn't working. I started asking myself some

questions and started to narrow things down. I was able to figure out how I wanted to be known at networking events.

That's how the "Lexus Guy" was born. The next event was so much different than the others because now I had this secret identity I could put out there and made it so much easier to talk with people. The more events I went to, the more practice I had being the Lexus Guy, the more people I met and talked to.

I was really in the swing of things. People were recognizing me all over as the Lexus Guy and it was cool. But after

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Business Networking LLC

FAST FACTS

Mark Weiss, Your Lexus Guy, Lexus of Tucson



a couple of years of going to events and shaking hands and kissing babies, I realized that something was missing.

Would you like to know what it was?

It was a lack of business gen-

erated from these networking efforts. Now it's easy to point the finger and say networking isn't for me or it doesn't work. But I took a good, hard look in the mirror to figure out that

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SCAN ME

I wasn't showing up as 100% real and authentic. I was hiding behind my personal brand instead of being out in front of it. I was trying to sell the brand to everyone instead of just let-

Showing up 100% real and authentic, every day, all the time.

Huge transformation!

ting the brand be me.

Showing up 100% real and authentic, every day, all the time. Huge transformation!

Once I adjusted the brand to represent the true and authentic me and was able to harness the power of my brand, by the third year, things began to take off like a rocket!

I started getting referrals left and right, I started to expand my social media presence and was converting those referrals into sales.

I was able to move forward in my career with clarity and was becoming transformational in my business. That is the power of networking in organizations such as Tucson Business Networking.

I have been able to create a brand, create meaningful and long-lasting relationships, and expand my presence in the community simply because of networking, being 100% real and authentic and asking myself that one question: Who are you?

Thinking of creating your personal brand through networking? I have just one question to ask you.

Who are you? I really wanna know.

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Do it the right way



I am **Lisa Walling**
Re-Bath

Being a part of a networking group can be a vital part of any business's growth. However, it is important to go about it in the right way.

Many are interested in telling you all about their business and basically throwing up all over you and never interested in who you are or what you do.

We have found that building relationships and getting to know people within the networking groups is much more satisfying and has a longer term effect.

In fact, we rarely like to talk

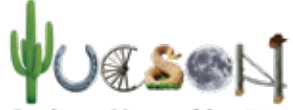
about our business. We want to find out how we can help others and find out as much as we can by asking poignant questions.

Like, What makes you different then your competitor? Why do people remember you and want to do repeat business with you, etc.,?

This approach is genuine and makes people feel important and that you care.

You learn so much about people and you will refer

MEMBER PROFILE



Business Networking LLC
FAST FACTS
Lisa Walling, Owner,
Re-Bath

them business if you know who they are. In turn, they will remember you and want to help you however they can.

This approach is genuine and makes people feel important and that you care.



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The positive impact of networking on my personal and professional growth

I am **Nicole Piper**
Piper Family Painting LLC

Networking has become an integral part of my personal and professional life, enabling me to establish valuable connections, expand my knowledge, and create numerous opportunities. Being a proud sponsor of the Tucson Business Networking group has positively impacted my personal growth and the success of my family-owned business. Through attending various networking events, I have connected with individuals who share my professional

MEMBER PROFILE



FAST FACTS
Nicole Piper, Owner,
Piper Family Planning, LLC



interests and aspirations, including mentors, colleagues, and other sources of inspiration. These relationships have expanded my knowledge and skills, enabling me to deliver higher quality services to my clients. Networking has allowed me

to increase my professional visibility and gain recognition within the community. By actively engaging with local business networking platforms, I have connected with homeowners, contractors, and

real estate agents who have become valuable clients for my family-owned painting company. These efforts have increased our revenue and enhanced my reputation as a trusted business owner. Through building relationships, accessing professional development opportunities, and gaining exposure, networking has broadened my horizons, strengthened my skills, and elevated my professional standing. In a rapidly changing business landscape, networking continues to be essential for personal and professional growth, contributing to sustained success and prosperity.



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Olivia Masters
Catering Sales Executive

Networking touch points

I am **Doug Kacena**
Casino del Sol

- Have an idea of your attendees goals, ie. Looking for prospective business as you are
- First you might look for someone you already know to have a conversation with. That may attract other guests he or she knows to you.
- Use the host/hostess to assist in finding who you may want to talk to if they are there.
- If they aren't wearing a name tag, definitely ask their name and what they do for their organization.
- Don't make it strictly business, ask open ended questions for things that make them tick, their favorite teams, family, hobbies.
- Tell them a little bit about yourself and they will generally come back and ask you questions that you didn't talk

MEMBER PROFILE



FAST FACTS

Doug Kacena, Director of Sales,
Casino del Sol



Listen, listen, listen.

about.

- Listen, listen, listen. That will typically

drive you through the next steps of the conversation.

- Depending on where the conversation goes you should figure 10-15 minutes.
- Get their card for any follow up that may need to take place.
- All of these items are flexible, don't Pigeonhole yourself, have fun and off to the next conversation.

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Mark Weiss - Your Lexus Guy

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BEST AUTO SALES PERSON

Networking is an essential part of business success

I am **Joel Barnehama**
CEO/Owner, Compass Road

By building relationships with people you can learn about new opportunities, find new clients, and get advice from experienced professionals.

Networking is not just about asking. It's also about giving back. When you help others, they're more likely to be willing to help you in return. This is why networking is often described as a "give to get" proposition.

Here are some of the

benefits of giving to gain in business:

- You'll build stronger relationships with people.
- You'll get access to new opportunities.
- You'll develop your reputation as a helpful and supportive professional.

So, how can you give to gain in business? Here are a few tips:

- When you meet someone new, ask them how you can help them.
- Share your knowledge and expertise. If you have something valuable to offer,

MEMBER PROFILE



FAST FACTS
Joel Barnehama, CEO/
Owner, Compass Road



share it with others.

- Follow up. After you meet someone new, send them a thank-you note or connect with them on LinkedIn.

Networking is a long-term

investment. The more you give, the more you'll get in return.

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Streamline networking recaps with Google Forms

I am **Sara Stevens**
Simply Bits a Ting Company

In the realm of professional networking, keeping track of valuable connections and conversations can be a daunting task. Fortunately, Google Forms (no cost option) offers a seamless solution to effectively organize and capitalize on networking interactions. By creating a customized Google Form for networking recaps, you not only optimize your follow-up strategy but also enhance your relationship-building endeavors.

MEMBER PROFILE



FAST FACTS
Sara Stevens, Marketing Coordinator, Simply Bits a Ting Company

Crafting a personalized Google Form enables you to document crucial information gleaned from each event. Whether it's a brief chat, a potential collaboration, or an interesting topic of discussion,



the form becomes a reliable repository of insights for future reference. This reservoir of data proves invaluable when drafting emails, newsletters, or any necessary follow-ups. Moreover, Google Forms offer unparalleled accessibility.

Once created, you can bookmark the form on your phone or tablet for instant access during events. This guarantee that no vital connection detail is lost, maximizing the utility of your networking efforts. In the ever-expanding landscape of professional relationships, utilizing Google Forms for networking recaps becomes a strategic tool. It empowers you to cultivate and nurture your connections, transforming a simple interaction into a meaningful and enduring professional relationship. google.com/forms/about/

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Networking to build community

I am **Veronica Stirnitzke**
Ronald Zack Law, PLC

MEMBER PROFILE



FAST FACTS
Veronica Stirnitzke,
Attorney, Ronald Zack Law, PLC



One thing I love about networking is the kinds of connections it builds.

I often hear of networking from a very pragmatic point of view. That to build a business it is essential to network. Even though that is absolutely true, I think there is something much deeper to networking. Something innate in all people. The opportunity to get to know people and build a community.

When we really get down to brass tacks, it's building that community that matters. That by getting to know who people really are, not just what the glossy business cards show us, we start to

empathize with people, and start to work together.

For me, that's what makes networking work. Knowing not just who provides a certain service, but knowing who I have built a community with, who I can trust.

In the end, building a com-

munity doesn't just help one succeed in business, it helps one build something bigger than all of us. It helps build a community we can all be proud of, and it helps one be a better person.

That's the real benefit of networking.

Score Big

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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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Help so many by connecting with a few

I am **Matthew Dunkel**
M&M Health^Team

My Wife Meredith and I have found networking to be critical to the success of our health coaching business.

By establishing our connections with professionals through Stacy's Tucson Business Networking community we've been able to help fellow members in their own health so that they are the best version of themselves personally and professionally.

An added benefit is a refer-

MEMBER PROFILE



Business Networking LLC
FAST FACTS
Matthew Dunkel, Health & Lifestyle Coach, M&M Health^Team

ral system that can extend through their own families, friends, employees and clients. We can help so many by simply connecting with a few.

The great part about networking is the reciprocation.



We are directly connected to experts and resources that help us in our own personal and professional lives as well.

Whether we need a reli-

The great part about networking is the reciprocation.

able plumber, venue to host a mixer, insurance questions or needs, a photographer, a novel coffee blend or services that complement our offerings as health coaches we have it all right here.

There's no doubt networking done right benefits us all.

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Most everyone is probably just as nervous as you are!

I am **Brittni Linae Gutman**
Allstate Insurance

Eminem said it best. Palms are sweaty. Knees are weak. Arms are heavy. No vomit. Yet. I'm in my truck hyping myself up but could very easily talk myself into leaving...right now...no one would even know I was here.

At least that's how I felt the first couple of networking events that I attended.

I know I'm not alone! I didn't want to be a wallflower again. This time needed to

MEMBER PROFILE



FAST FACTS
Brittni Linae Gutman,
Agency Owner, Allstate Insurance

be valuable for my business. So I did what we all do. Took a few deep breaths, put on my people face and went into that room like my own anthem of *Eye of the Tiger* serenaded every step!

OK! I'm in! The hardest part is over!!! I look across the room and notice puddles next to his shoes. Oh no. A sweaty palmed, noodle knee'ed wallflower!

If it hadn't been for someone noticing me, I'd still be there with roots planted! These are the people I seek to find now!

I don't know about you, but I am more outwardly when I am helping, so that's what I started to do.

Listen. Connect. Solve problems. Be confident and be yourself!

Everyone else is taken!



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WHO ARE YOU?

I am **Jenn Hagar**
Sandbrook Group, LLC

I am Jenn Hagar, the small business solutions expert for Sandbrook group. Networking has had a profound impact in all aspects of my life. Here are three things I have learned from networking in Tucson.

Don't expect instant results. Networking is ultimately about building a connection with those who can help further your business, refer you your ideal clients, or otherwise enrich your life. All good things take time! Building strong referral partnerships are no exception.

MEMBER PROFILE



FAST FACTS

Jenn Hagar, Small Business Solutions Expert,
Sandbrook Group, LLC

Don't expect instant results.

People connect to authentic-ity. If you are effectively building your brand, your ideal

client and referral partners will gravitate towards you. Operating from a place of abundance means you have no competition in any room, just potential partnerships.

Networking is not all about business. Tucson is the biggest little town I know. People do business with people, not companies. Networking helps you build your individual brand and educate your marketing force, but it also enriches and educates you as an individual in all facets of your life.

If you have not yet taken the leap of joining a networking event in Tucson, come join us on the third Thursday at a Tucson Business Networking event!



It's the most wonderful time of the year!
Plenty of time available to have fun and network at your favorite Tucson Business Networking events!

OCTOBER	NOVEMBER	DECEMBER
<p>October 5 October Luncheon, 11:30 AM Risky Business, 6866 E Sunrise</p> <p>October 19 2023 Halloween Party, 5:30 PM Casino del Sol, 5655 W Valencia</p> <p>Get ready for the biggest and best Halloween costume contest party! It will be worth the drive, a frightfully good time, and an experience to remember!</p> <p>October 24 Sponsor Breakfast, 8:30 AM First Watch Oro Valley, 10565 N Oracle Road</p>	<p>November 2 November Luncheon, 11:30 AM Saffron Indian Bistro, 7607 N. Oracle Road</p> <p>November 16 November Mixer, 5:30 PM The Eddy Hotel, 4626 N Campbell Ave</p> <p>November 28 Sponsor Breakfast, 8:30 AM Charrovida, 7109 N Oracle Road</p>	<p>December 7 December Luncheon, 11:30 AM High 5 Grille, 3682 W Orange Grove Road</p> <p>December 12 Sponsor Breakfast, 8:30 AM Location ... a surprise!</p> <p>December 21 2023 Holiday Gala, 5:30 PM Desert Diamond Casino & Entertainment - Tucson 7350 S Nogales Highway</p> <p>We are celebrating the most wonderful time of the year! Enjoy a fun-filled evening with more than 400 business professionals at the annual Tucson Business Networking Holiday Gala at Desert Diamond Casino, Tucson. This is The Networking Party of the year!</p> <p>Get dressed up in glitz and glam or whatever makes you feel good. Enjoy a full buffet of incredible food and desserts and great music.</p> <p><i>*Note: Registering is required. No walk-ins. Note: No one under 21 permitted.</i></p> <p>Cost: Members: Event included in membership Guests: \$75 through December 3. After December 3, \$85</p> <div style="background-color: #f08080; padding: 5px; text-align: center;"> <p>HELP US GIVE BACK! Bring a book for Southern Arizona Book Heroes. We will be collecting books to give to one of our members, Southern Arizona Book Heroes, to help support their mission of supplying first responders with bags of books to help soothe children, aged birth through 16, on-the-scene of a crisis.</p> </div>

Register for each event at TucsonBusinessNetworking.com

Networking for a good cause

The Role of Networking in Advancing the Alzheimer's Association's Mission



Desert Southwest Chapter

[HTTP://ALZ.ORG/DSW](http://alz.org/dsw)

With dementia on the rise, the Alzheimer's Association offers hope for those facing Alzheimer's disease and related dementias. Central to our efforts is a robust network driving our mission to enhance quality care and advance research. When it comes to Alzheimer's, so many of us have a story to share. Networking is a pivotal way to tell those stories, foster collaboration, encourage knowledge-sharing, and inspire

change. By uniting health-care experts, researchers, political leaders, caregivers, and volunteers, we cultivate an ecosystem where solutions thrive and quality of life is enhanced. Our conferences and events enable the exchange of valuable insights, advancing cutting-edge care.

Our network extends to communities, empowering caregivers through local support groups led by trained volunteers. Partnerships with our business community bring valuable information and services to employees and customers impacted by

Alzheimer's. In an environment of growing digital connectivity, the Alzheimer's Association employs technology for even broader networking. Online forums and virtual events transcend boundaries, bringing people together from across the world.

Networking remains the lifeblood of the Alzheimer's Association's efforts. As we collectively combat Alzheimer's, connections—interpersonal and virtual—forge a brighter future for those affected. Consider joining our network.



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Venue testimonials



PLAYGROUND

TUCSON

“It has been our delight at PLAYGROUND to host Stacy’s Tucson Business Networking group once a year. Each year I have seen the group thrive and grow to provide opportunities for such a wide variety of businesses. The room is always filled with entrepreneurial and high-energy conversations with businesses who really care about our community.”

**Leah Schwersinske, Events Director,
Playground Bar & Lounge**

If you are a venue or restaurant owner or event planner and would like to partner with Tucson Business Networking, call **Stacy Fowler at 520-419-5683**

“Partnering with the Tucson Business

Networking has been a successful experience.

Being a member has given The Eddy Hotel Tucson, Tapestry Collection by Hilton, great recognition to such a diversity of business professionals. It’s about making connections and building relationships! Thank you to Stacy Fowler for bringing it all together, I remember when you began your networking vision and it has come to full fruition.

Congratulations!”

**Bonnie St Dryden, Director of
Sales, The Eddy Hotel Tucson,
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“I have struggled with being “socially clumsy” throughout my life. When I started networking, I found it difficult to navigate the sea of people at larger events. “Who do I talk to? What do I even say?” When I joined Tucson Business Networking, Stacy gave me great opportunities to highlight what I’m most comfortable doing. I absolutely love to host parties, community events, my kids’ sleepovers, you name it. Hosting the Tucson Business Networking mixer in May and the sponsor breakfast in July allowed me to not only showcase Main Event but also show why I fell in love with the company. I was able to expand and strengthen my networking circle. This has led to multiple bookings and repeat visits from members. I’ve had the pleasure of creating the perfect customer appreciation event, hosted birthday parties, family get-togethers, fundraisers, and planned a complete buy-out of the center for an employee appreciation event. Hosting events elevated networking by bringing members into my “home”. I’m not (as) socially clumsy because I get to share Main Event and why I love what I do.”

Marie Carroll, Dual Brand Sales

Manager; Special Events,

Main Event Tucson & Dave & Busters Tucson



Sí Charro

Restaurants is a proud member of



Tucson Business Networking.

We are thankful to Stacy and her organization for always wanting to plan events with us. Stacy's networking events at our restaurants have given exposure to new customers who have not previously dined with us. Our family-owned restaurants began in 1922 and were built on connecting and strengthening our community's ties where our neighbors and friends come together for a delicious meal and conversation.

Ray Flores, Owner

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Google testimonials

The Tucson Business Networking Group is keeping local businesses United! Love being part of this group. I recommend any local business owner to join. Stacy is a wonderful person. Thank you for everything you do! It's worth checking out. My partner Travis and I have nothing but wonderful things to say about the group!

Catalina Diaz, Owner,
Succulent Lady



Oh my goodness. This Networking Group is amazing. if you have never been to one you are missing out on a huge network of local businesses that want to meet and do business with you. I would give Stacy 10 stars if they were available. What a professional way to get to know so many people in one spot.

Chris Edwards, Owner,
Tucson Appliance Company

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Lourdes Molina, Doug Vernon and Stacy Fowler at the ceremony.



ABOVE TOP: The award for 2023 Best Local CEO/Owner won by Stacy Fowler at the ceremony.

ABOVE: Stacy Fowler gathers with other Readers' Choice winners.



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A Family Affair

A-AUTHENTIC GARAGE DOOR SERVICE CO.

I am **Dallerie Riesland**
A-Authentic Garage Door
Service Co.

As the co-owner of the A-Authentic Garage Door Service Company, I take great pride in the close-knit, family-oriented business we've built. Based in Tucson, our company specializes in residential garage door services and it's a team effort. Working alongside my husband, Raymond, our daughter, and son-in-law, we've created a warm and familial work environment, which even extends to our non-family employees.

Our approach is grounded in forging enduring relationships with our customers, taking care of their garage door needs for as long as their house is their home. It fills us with joy when our customers trust us enough to recommend our services to their friends, family, and colleagues. We are your residential garage door specialists.

Our journey brought us to Tucson in July 2017, a leap from our previous life in South Dakota where we were engaged in agriculture and other business ventures. We saw this move not only as a chance to explore a new industry but also to live closer to family and include some of them in our exciting venture. We all began a whole new life in the desert southwest and love it.

To get to know our new community better, A-Authentic joined Tucson Business



Photo by **JILL FLEMING PHOTOGRAPHY**

Raymond and Dallerie Riesland are the owner/operators of A-Authentic Garage Door Service Co.

I vividly remember our first evening mixer with Stacy's group, where I jumped right in with a yearly membership - becoming one of the very first members!

Networking. I vividly remember our first evening mixer with Stacy's group, where I jumped right in with a yearly membership - becoming one of the very first members! I have since been a regular attendee at these events, which is a great platform to connect with fellow business owners in Tucson and even form friendships.

Being part of the service



Photo by **JILL FLEMING PHOTOGRAPHY**

Jake Atkinson, the Riesland's son-in-law is one of the main technicians.



Courtesy Photo

Steven Caverly is the other main technician. industry, I often get inquiries about other home services like HVAC repairs, landscaping, promotional items, and book-keeping. My involvement with TBN has provided us with a wide network of reliable professionals to recommend to our customers and to use at my own home. There are also several members that I now call my personal friends.

The mixers also offer a wealth of insights from fellow business owners, sparking new marketing ideas and helping us understand the local business scene. All these interactions and experiences keep us motivated to ensure that when it comes to residential garage

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door services, A-Authentic Garage Door Service Company remains a household name. I hope that when it's time to repair or install a new garage door, you'll remember my company and give us a call at 520.740.1050.



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