

The Golden Thread

Fourth Quarter Edition

A BLAST FROM THE PAST

A Look into Past NSN LA Events



This Fall NSN LA hosted some incredible events to help our members with professional development and building personal brands.

In September, we had the fantastic “Piece of the P.I.E.” virtual event, featuring speakers from AstraZeneca. This was a great workshop and discussion focused on Performance, Image, and Exposure. The panelists delivered an excellent presentation explaining how these three elements come together, and the role that P.I.E. plays in everyone’s career. The panelists—Terrence Powell, Sumner Madden, and Quincy Lee, shared personal examples and strategies to increase our impact in each aspect of P.I.E.

In October, we had an amazing in-person program; “Speak Up. Stand Out. Be Heard.” The attendees enjoyed a delicious champagne brunch at the Gathering Spot In Los Angeles. The keynote speaker was the outstanding leadership expert Charmaine McClarie. Mrs. McClarie gave a highly engaging presentation, evidenced by all the note taking and head nodding that was observed in the room. She shared her Executive Success Principles, and strategies to help us all maximize our potential and realize our goals. A special shout out to our sponsors in attendance: Johnson & Johnson, Grainger, and BD, who set up display tables and dedicated time to meet with the attendees.

In November, we celebrated the small businesses of some of our NSN LA members, with our first “Sip 'n Shop” event. This affair featured clothing, nutrition, jewelry, skin care, ornaments, sock tabs, our resident DJ, and so much more. Thanks to the generosity of our attendees and vendors, we were able to raise over \$1,000 for the NSN Student Conference and our Members in Need Fund!

These events provided valuable tools and insights to everyone in attendance. Access to programs of this caliber is just one of the many benefits of being an NSN member.

We would like to thank our sponsors, AstraZeneca, BD, GE Healthcare, Gilead, Grainger, Johnson & Johnson, Medtronic, Pfizer, and Sanofi, for helping to make that possible.

Don’t miss out your next opportunity to partake in our upcoming events.



Meet Our New Members



Valerie Brown
ADDI Bioscience



Disia House
Abiomed



Sonja Loadholt
Myovant Sciences



Keely Watson
Medtronic



Shannon Davis
Sanofi



Hannah Tran
Grainger



Angie Haynes
Sobi



Carlo Rogers
ServiceNow



Shawna Barnes
Sanofi

Membership Has Its Privileges

NEW MEMBER HAPPY HOUR

On November 11th, we celebrated the newest members of NSN LA with a New Members Happy Hour. We welcomed over 8 new members into the pack. This event is an example of some of the exclusive benefits offered to our members.

Members have access to members only events, exclusive job opportunities, 1:1 access to professional coaching, NSN LA swag and much more.

If you're still debating being a member, now is the time to invest in yourself!



Are you looking for your next big opportunity? Click the icon to see exclusive job openings available to NSN LA Members.

Click Here



Why Become a Sponsor?



National Sales Network is the ONLY professional organization positioned to help you diversify your sales organization at ALL job levels. Our database includes over 50,000 professionals that represent some of the BEST sales, sales management and sales executive talent in the country. Chapter membership includes:

- 2 Minute Presentation at Events
- 1:1 Time with Members
- 4 Tickets for Each Event
- Sponsor logo on marketing

For more information, message Genise Easter at vpbusinessdevelopment@nsnla.org

Why Become a Member?

We've transformed our NSN LA Chapter membership offerings to encompass virtual/in person professional development, career advancement, job employment, community outreach, and networking opportunities with top global companies.

- **Skill Development:** Opportunities for multiple types of professional development
- **Community Involvement:** Mentoring opportunities and other local chapter initiatives
- **Networking:** Connect with local professionals and corporate partners
- **Financial Return:** Free and/or discounted admission for local events



For more information, message Nicole Garner at vpmembership@nsnla.org

Why Join The Leadership Team?



If you are looking to sharpen your leadership skills and make a lasting impact, consider joining NSN LA's Leadership Team.

The Leadership Team is responsible for developing impactful events, providing mentorship to members, and ensuring the progression of a successful chapter.

Available Positions:

- Director of Finance
- Mentoring Chair
- Social Media Lead

For more information, message Therese Dodds at president@nsnla.org



Stay Connected

Scan the QR code to access links for membership, upcoming events, sponsorship, annual conference registration and more!

Member Spotlight

We are always happy to share good news about our members. Check out this month's Spotlight, Nicole Garner.



Nicole Garner is a Field Reimbursement Manager with AstraZeneca's Respiratory and Immunology Therapeutic Franchise. Prior to this Nicole worked for Novo Nordisk and boasts over 16 years in the Biotech industry. Nicole's professional accomplishments include extensive experience launching new injectables, promoting Specialty Biologics/Rare Disease products, and a work ethic that embraces focus on the patient first. All this while working highly competitive major markets in both Los Angeles and Chicago.

Nicole currently serves as the West Area ERG Co-Lead with AstraZeneca and represents the National Sales Network LA Chapter (NSN) as the Vice President of Membership.

She is passionate about Diversity & inclusion and mentoring colleagues. Nicole also lead her teammates in community volunteer efforts when she won a \$10,000 company award from Novo Nordisk to benefit the Michigan Food Bank during the Flint Water Crisis. In this capacity, she was able to travel to Flint, MI to lead the volunteer efforts alongside local company leadership and the Field Sales team.

Please join us in celebrating the superstar herself, Nicole Garner!

UPCOMING EVENTS

DECEMBER

Let's pop the champagne, we've got a good reason it's the wonderful, magical Holiday Season!

FRIDAY DECEMBER 2ND
7:00 - 11:00 P.M.
THE GATHERING SPOT
FESTIVE ATTIRE IS ENCOURAGED

TICKETS
EARLY BIRD \$19 MEMBERS \$29 NON MEMBERS \$39 AT DOOR \$49

On December 2nd NSN LA will be hosting the party of the year and we would love to have you there!

This event will feature: Specialty cocktails, Open Bar, Light bites, Giveaways, Live DJ set by DJ Q, and Words of Wisdom from our keynote, Ramsey Jay Jr.

JANUARY

No Programming

FEBRUARY

Topic: Back to the Network Kick off Event

Date: February 5

Location: TBD

MARCH

Topic: Virtual Event (Topic TBD)

Date: March 7

Topic: One Year Anniversary Celebration

Date: March 25

Location: TBD



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