

The Golden Thread

Third Quarter Edition



Chapter of the Year



As we usher in the vibrant hues of Autumn, we can't help but look back with immense pride at the trailblazing achievements of the third quarter in the NSN Los Angeles chapter. We kicked off the excitement with our Inaugural Accelerated Bootcamp, a transformative six-week program dedicated to the development and advancement of our members. This immersive journey ignited the flames of growth and camaraderie, paving the way for the remarkable successes that followed.

August was a whirlwind month filled with momentous triumphs that set the stage for a spectacular year-end. Our hearts swell with pride as we reflect on the resounding success of the 2023 NSN Conference, held in the heart of Dallas, where our chapter shone brightly among the stars. To top it off, we were honored to be crowned Chapter of the Year, a testament to the dedication and unwavering spirit of our members. And what better way to cap off this unforgettable season than with our legendary Yacht Party in August, an afternoon that will forever be etched in our memories.

As we enter the final stretch of 2023, we invite you to join us with boundless enthusiasm, as the chapters of our story continue to unfold with even more thrilling surprises and accomplishments on the horizon. The best is yet to come, and together, we shall chart the course of success.

Work Hard,
Play Hard

128%

128% to Plan For
Conference Registrations

112%

112% To Plan For Chapter
Memberships

#1

Largest Increase in
Chapter Bank Account
Balance

CONFERENCE PHOTOS



VISIT OUR WEBSITE FOR ALL PHOTOS FROM OUR EVENTS

EVENTS RECAP

Yacht Party



In celebration of our Chapter of The Year achievement, NSN LA hosted an unforgettable All White Yacht Party that left a lasting impression on all who attended. The event, held against the stunning backdrop of the Pacific Ocean, brought together our vibrant community of professionals for an afternoon of networking, laughter, and celebration.



COTY 2023

we brought together tenured professionals, early career professionals, real estate experts, sales and marketing gurus, finance professionals, and a myriad of other industry leaders. The event was a resounding success, thanks to our dedicated events team who orchestrated every detail flawlessly. A heartfelt thank you to the team for making this unforgettable evening possible, as we continue to elevate our network and inspire excellence.



Accelerated Bootcamp



NSN LA proudly celebrates the success of its inaugural Accelerated Bootcamp, a dynamic 6-week program meticulously designed to empower participants with a rich toolkit of skills essential for career advancement. This visionary undertaking was conceived by the ingenious minds of NSN LA members Debbie Bell and Terry Fifer, who recognized the critical need for a tailored, comprehensive approach to career development. Throughout these transformative weeks, our participants dedicated themselves wholeheartedly, delving into the art of networking, negotiation, personal brand building, and interviewing.

The results have been nothing short of remarkable. we celebrate the graduation of our exceptional cohort, comprised of outstanding individuals who have demonstrated unwavering commitment and enthusiasm throughout this journey. Please join us in congratulating Monte Easter, Jacqueline Onyeka, Debbie Bell, Tanisha Curtis, Donovan Iwaugwu, and Obi Iwaugwu, whose remarkable accomplishments during the bootcamp reflect their dedication and potential.



LOVE OUR EVENTS? SHARE YOUR FEEDBACK TODAY!

Survey

Meet Our New Members



Almashea' Spotser
hear.com



Ameer Al Humairi
Open to Work



Antrice Hart
Eisai US



Beniah Torkornoo
Medtronic



Bridgett Lee
Gilead Sciences



Demese Black
Sanofi Aventis



DeWayne Wade
Baxter



Jalen Riley
Recent Graduate



Keisha McCaa
Regeneron



Kevin Walker
Open to Work



Miranda Richardson
Microsoft



Odekhwa Okaisabor
J&J



Philip Lay



Portia Pio De Roda



Richard Otwombe
Janssen



Toni Lamb-Smith
Jazzed Realty

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

[Click Here](#)



Members Corner

In this corner of The Golden Thread, we celebrate our outstanding members. From their inspiring testimonials to their remarkable promotions and job offers, this space is a tribute to the remarkable journeys of our NSN Los Angeles members. Your membership is not just a commitment; it's a catalyst for your success. Join us here to witness the power of belonging and the achievements it brings.



Jacqueline Onyeka

NSN LA Member and Accelerated Bootcamp Participant

“I had the privilege of attending NSN LA’s Inaugural Accelerated Bootcamp, and OH MY GOD! I suffer from “interview phobia”, and this program helped me over come my fear. I have had several successful interviews thanks to NSN LA! I am one step closer to my dream job!”

Madeline Griffith

NSN LA Member



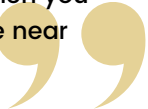
NSN has played a significant role in helping me get into the industry, specifically with Medtronic. It was an experience that I believe shaped my professional journey in medical device sales in the most positive way. When I first embarked on my career in sales, I felt a bit overwhelmed and unsure of where to start. Mignon had reached out to me and invited me to NSN, which turned out to be an invaluable resource and support system. The organization brought together experienced professionals, industry leaders, and aspiring individuals like myself, creating an environment rich in knowledge sharing, mentorship, and networking opportunities. One of the key benefits of being part of this organization was the access to a vast network of sales professionals from various sectors. This allowed me to network with multiple companies to gain insight, develop relationships, and officially land a career with Medtronic.



Therese Dodds

NSN LA Chapter President

“Three tenets I live by are: always be ready, never underestimate the power of networking, and seek to help others with a selfless mindset. All three helped me land my dream job at Sanofi...and I wasn’t even looking! My journey began where my initial contact with a fellow chapter president, Antwaun Cook, led me to the hiring manager of the role I’m in. While assisting the manager in finding the ideal candidate, I interviewed him to learn more about what he was looking for...not realizing that he was also interviewing me! Sneaky...but I was ready! When I decided to put my name in the hat to apply for the role it was a no brainer. In addition my initial connection with Antwaun impressed him enough that he had me earmarked for the role anyway. I just didn’t know it. Remember people are watching and listening, even when you’re not aware and when you shine you may have a ready made sponsor...and even a job offer in the near future!”



**OWN YOUR SUCCESS, BUILD YOUR NETWORK,
MAXIMIZE YOUR POTENTIAL, MAKE THE COMMITMENT**

CAREER CATALYSTS



Dive into 'Career Catalysts,' where we ignite your professional journey with expert insights, strategies, and tips to propel your career forward. Discover the keys to success and unlock your full potential as you navigate the world of professional development.



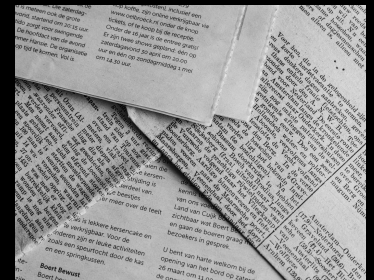
BOOK RECOMMENDATIONS

1. [Stack Your Deck: How to Be an ACE in Business and Life](#), John Thompson III
2. [To Sell is Human](#), Daniel Pink
3. [Start With Why](#), Simon Sinek

“I had to make my own living and my own opportunity. But I made it! Don't sit down and wait for the opportunities to come. Get up and make them [with the help of NSN]”

— Madam C.J. Walker

QUOTE OF THE QUARTER



INTERESTING ARTICLES

- [Your Co-Workers Are Less Ambitious; Bosses Adjust to the New Order](#)
- [Can Authenticity And Strategy Co-Exist In The Digital World?](#)



LINKEDIN LEARNINGS

- [Creating Your Internal Mobility Career Plan with Lindsey Pollak](#)
- [The Manager's Guide to Difficult Conversations with Marlene Chism](#)
- [Speaking Confidently and Effectively](#)
- [Stop Overthinking and Manage Your Inner Critic](#)

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:

- Student Ambassadors

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



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

Thank You to Our Sponsors!

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