

The Golden Thread

First Quarter Edition

NEW YEAR'S RESOLUTION: BE BIGGER AND BOLDER

A look into 2023 and Beyond!

2022 was fantastic, and we are growing and building on that success in 2023! We are off to a great start already. In February, we had the Get Connected to the Network event. This was a wonderful brunch in Marina del Rey, featuring a live jazz band and an opportunity to network with our stellar sponsors and professionals from several industries.

Up next, on Thursday, March 23rd, is Maximizing Personal Profits, an expert panel discussion focusing on ways we can use our resources of time, money, and energy to create our best lives. Please be sure to register for this event and join us at Fogo de Chao in Beverly Hills for this important discussion.

We have a great deal planned for 2023, which will include further opportunities for professional and personal growth, members only events, new member happy hours, a Juneteenth Jubilee, conference preparation & interviewing workshops, and so much more!

This year, the NSN Annual Conference & Career Fair will be held at the Sheraton Dallas Hotel from August 2-4. We hope to see you there!

Hello NSN Los Angeles! We hope 2023 is going well for you all! Time really flies. It has been one year since the NSN LA Chapter came roaring back on the scene. In that year our chapter has held several amazing events, providing great opportunities for networking, professional and personal development, and of course, fun!

In addition to our local events, in August, the LA Chapter had a huge presence at the National NSN Annual Conference in Atlanta. The LA Chapter won several honors at the conference including a fully stocked hospitality suite for our members and front row VIP seating for the keynote address by LA's own Issa Rae!

LOS ANGELES CHAPTER EVENT
Saturday, April 30, 2022 | 1:00-4:00 PM
Marriott Long Beach, CA

GRAINGER Johnson & Johnson Medtronic Pfizer

NSN LA Members Only
Sunday Brunch

JOIN US FOR AN EXCLUSIVE BRUNCH THROUGH CELEBRATION OF THE SUCCESS & ACCOMPLISHMENTS OF THE NSN LA CHAPTER.

DATE: AUGUST 13, 2022
TIME: 10:00AM - 3:00PM
NEW LOCATION: 4500 AIRPORT AVENUE, LONG BEACH, CA 90815
ATTIRE: CASUAL SUNDAY OUTDOORS
RSVP: EVENTBRITE

NSN LA CHAPTER PRESENTS...
Sip & Shop

A CELEBRATION OF BLACK SMALL BUSINESSES

DATE & LOCATION
12 NOV 2022

7461 Beverly Blvd, 2nd Floor, Suite 202-206, Los Angeles, CA 90066
12:00pm - 3:00pm

Attendance is free, but a \$20 donation is greatly appreciated!

PIECE OF THE P.I.E. VIRTUAL EVENT
PROFESSIONAL DEVELOPMENT HOSTED BY THE NSN LOS ANGELES CHAPTER

2020 LINK TO FOLLOW
TIME 6-7 PM PST
DATE TUES 9/13/22

POWELL COMMERCIAL BUSINESS DIRECTOR
SUMNER MADDEN EXECUTIVE DIRECTOR, ACCESS SERVICES & REIMBURSEMENT
QUINCY LEE SENIOR DIRECTOR, REGIONAL PAYER & HEALTH

JUNETEENTH JUBILEE
A CELEBRATION OF BLACK FREEDOM AND EXCELLENCE

“LEAN” into Success in work and life.

Why join NSN?

REGISTER - <https://www.eventbrite.com/e/nsn-la-chapter-event-tickets-293826187017>

Los Angeles Chapter
“LIVE” VP Panel Event
April 30, 2022

Panelist: **CREE DUNCAN**, Senior Manager, Global Commercial, Risk Pharma
Panelist: **LABU SHARMA**, Vice President & General Manager, CE Healthcare
Panelist: **MONICA WARREN**, Vice President, US Large Market & Global Commercial Client, American Express
Panelist: **MARION BROOKS**, Vice President and US Country Head, Diversity and Inclusion, National Accounts, Granger
Panelist: **JUSTIN SIMS**, Director, National Accounts, Granger

“Accelerating Your Career Path: Strategic Steps You Can Take in A Post Covid Environment”
1pm - 4pm | Long Beach Marriott
4700 Airport Plaza | Long Beach, CA 90815

Heavy Hors d'oeuvres + Cash Bar
Register - <https://www.eventbrite.com/e/nsn-la-chapter-event-tickets-293826187017>

YOU'RE INVITED TO NSN LA'S FIRST
New Member
HAPPY HOUR

NOVEMBER 18TH FROM 4-6PM
FOOD & DRINKS 1 FUN
LEGS AT THE GLOBE
4500 AIRPORT PLAZA, LONG BEACH, CA 90815

YOU'RE INVITED TO NSN LA'S FIRST
New Member
HAPPY HOUR

NOVEMBER 18TH FROM 4-6PM
FOOD & DRINKS 1 FUN
LEGS AT THE GLOBE
4500 AIRPORT PLAZA, LONG BEACH, CA 90815

NSN Los Angeles Chapter Presents...
Speak Up. Stand Out. Be Heard.

Please join us for lunch with keynote speaker, Charmaine McClarin. She is a leadership expert who helps professionals make their best year ever.

Charmaine McClarin is a keynote speaker, leadership expert, CEO advisor and executive coach who helps leaders from their first year on the job through the executive ranks. She is a leadership expert who helps professionals make their best year ever.

Don't miss this opportunity to meet and network with industry professionals who will inspire and motivate you.

THE GATHERING SPOT LOS ANGELES
5211 W ADAMS BLVD, LA 90016
05:22 PM - 06:00 AM TO 03:00 PM
ONE: MEMBERS GET AND NON MEMBERS GET
PLEASE RSVP BY OCTOBER 17, 2022

NSN LOS ANGELES CHAPTER
Holiday Cocktail Soirée

PLEASE JOIN US FOR OUR ANNUAL
Holiday Cocktail Soirée
FRIDAY, DECEMBER 2ND
7-11 PM AT THE GATHERING SPOT

5211 W ADAMS BLVD, LA 90016
05:22 PM - 06:00 AM TO 03:00 PM
ONE: MEMBERS GET AND NON MEMBERS GET
PLEASE RSVP BY OCTOBER 17, 2022

Meet Our New Members



Mina Creswell
Acella Pharmaceutical



Jennifer Diaz
Puahi's Polynesian
Dance Company



Lindsey Fackler
Sanofi



Jessica Galvin
Open to Work



Kendall Youngblood
Cardinal Health



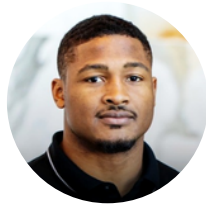
Matt Montoya
Mars Petcare



Madeline Griffith
Medtronic



Benjamin Hinton
Norstella



James Huddleston
Virgin Pulse



Akosua Mireku
Divine Feminine
Business Activation



Cheldon West
Stryker



Jon-Stephen Scott
Sunovion



Tishanda Sparks



Bryson Spencer
Stryker



Cindra Jake
Novo Nordisk



Chia Dwire
GE HealthCare



Ermias Fekadu
Janssen



Aaron Wilson
Merck

Membership Has Its Privileges

NSN LA would be nothing without our wonderful chapter members. The greatness of our chapter is a clear reflection of the members. We are excited to announce that 12 new members have joined the chapter since December 2022.

Fun fact, our first new member of 2023 was Jessica Galvin. We would like to celebrate Jessica being the first this year with a \$25 Amazon gift card. Congratulations Jessica!

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](#)



Member Spotlight

Genise Easter



Genise Easter is currently serving as VP of Business Development for the Los Angeles Chapter and has been a member of NSN since 2020. As the VP of Business Development, Genise handles all the communications in the recruitment and relationship management of our corporate sponsors. This is an essential function of our chapter as all the programming and activities for the LA Chapter are made possible through the support of our sponsors.

Genise is a Senior Specialty Sales Representative at Amgen selling medical therapies including biologics in the Inflammation Business Unit. She obtained her start in pharmaceuticals as a summer intern for Merck and has been in sales for over 20 years. Genise has sold a variety of products and devices to multiple physician specialties. During her career journey, she has won numerous awards and demonstrated success and leadership at Amgen and former companies including Merck, Roche/Genentech and Novo Nordisk.

LinkedIn Corner

The following are LinkedIn courses to support professional learning and development. Trainings take on average 30 minutes to complete. Click the Icons to begin.



How to Find and Use Your Strengths (A focus on strengths not weaknesses)



How to Speak So People Want To Listen



Adopting the Habits of Elite Performers

WWW.NSNLA.COM



Members Only

NSN LA Mentorship Program

Let's break down
barriers and create
opportunities for
success!

Participation as either a mentor or mentee will provide you with the opportunity to build connections and community, support others, and better understand your role within your school, organization, or professional network.

*"Take Your
Career to The
Next level"*

1

[Click Here to Apply!](#)

2

Complete the online
application by 4/8

3

Expect to be paired
with your mentor or
mentee by 4/15



ACCELERATED BOOTCAMP

The Accelerated Bootcamp is designed to serve as a fast past 6-week learning opportunity for professionals & recent grads looking to successfully break into the sales arena. Participants will have access to training materials, mentoring, and coaching with sales executives. Furthermore, the Accelerated Bootcamp will successfully prepare participants for the complete interviewing process with top sales companies.



6-Week Training Course

Training and coaching will begin the week of June 19th, and will continue on until the week of July 24th. Sessions will be held virtually on Thursday of each week.



1:1 Mentorship & Coaching

Each program member will be assigned a coach to review and process the weekly content. They will also be eligible for 1:1 mentorship from leading sales professionals



Interview Workshop

In-depth training sessions on the intricacies of interviewing. There will also be an in-person mock interview with leaders from our corporate sponsors.



Brand Building Session

Learn how to create Executive Presence in-person and online. Resume Building, Dress to impress, LinkedIn Presence, etc.

What are the Requirements?

- ✓ Involvement is on a voluntary basis
- ✓ Must be willing to commit to the 6 week time frame.
- ✓ Must be a member of the NSN Los Angeles Chapter

Ready to Apply?

[Participant
Application](#)

[Leader
Application](#)

UPCOMING EVENTS



CALIFORNIA · ARIZONA · NEVADA
REGIONAL RECEPTION & INTERVIEWS #NSNHQ
 Thursday & Friday
April 20-21
 PRESENTED BY:
 AMEX | BIOMARIN | Otsuka
RECEPTION | Thursday April 20, 2023
 6pm – 9pm • Hors d'oeuvres • Cash Bar
INTERVIEWS | Friday April 21, 2023
 9am – 3pm
LOCATION
 The Westin Pasadena
 191 N Los Robles Ave
 Pasadena, CA 91101
 KEYNOTE SPEAKER
Linda Clemons
 Nonverbal Communications
 & Body Language Expert

West Region Reception

April 20-21

A reception like no other and a must to attend!! Not only will the reception allow members to NETWORK with sponsors and meet new people, but the reception will also include the potential to INTERVIEW with hiring managers. The opportunity to ADVANCE your career will be in your hands in your backyard.

[Click to Register](#)

Professional Conference

August 2-4

“The New Corporate Intrapreneur- Accelerate Your Career” REGISTRATION NOW OPEN. Don't miss the opportunity to meet with 50+ different companies, participate in 15+ workshops, hear from an expert VP panel, receive early career development, attend sessions led by career insight and sales management professionals! You can build a customizable day to maximize your time, to focus on your development, and to socialize with new friends.

[Click to Register](#)



NATIONAL SALES NETWORK
 ANNUAL CONFERENCE & CAREER FAIR
THE NEW CORPORATE INTRAPRENEUR
 ACCELERATE YOUR CAREER
 SHERATON DALLAS HOTEL
AUGUST 2-4, 2023
 KEYNOTE SPEAKER
Charlamagne Tha God
 RADIO HOST & TELEVISION PERSONALITY



National Sales Network
STUDENT SALES & MARKETING CONFERENCE
 Sep 30 – Oct 2, 2023 | Atlanta, GA
 #nsnstudent2323
HBCU + COLLEGIATE COMPETITION
SALES PITCH + MARKETING PITCH
WIN \$10,000
 (\$10,000 TEAM WIN / 3-5 STUDENTS PER TEAM)
 NSN COVERS THE COST OF YOUR
AIRFARE | HOTEL | MEALS
CONFERENCE REGISTRATION
 HOW TO ENTER:
 • Click Here To Apply For The Student Conference
 • Select Your Pitch Competition On Your Application
 • Wait To Hear Back About Your Application Status
 Please note that we will not be able to get back to everyone that applies.

Student Conference

September 30-October 2

Join top performing students (undergraduate and graduate) from across the United States for an opportunity of a lifetime to participate in a 2-day comprehensive marketing, sales, and business leadership development program. Explore and engage others through peer-to-peer, professional and executive networking, along with mentorship opportunities. For questions or inquiries please email studentconference@salesnetwork.org

[Click to Register](#)

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
- Conference Planning Team
- 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!

Thank You to Our Sponsors

Johnson & Johnson

 Pfizer



CardinalHealth

AstraZeneca 

sanofi

 BD



GE HealthCare



GILEAD



Kite

GRAINGER[®]




sunovion



Stay Connected

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