

The Golden Thread

Second Quarter Edition

NSN LA, ARE YOU READY FOR THE SECOND HALF?

The year may be flying by, but NSN LA is only getting flyer. Are you ready?

Hello NSN Los Angeles! We hope everyone is ready for an amazing Summer! NSN LA had a great Spring with several excellent events that combined networking, education, and of course, fun!

In March, we had 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. The group met at Fogo de Chao in Beverly Hills, and had a great evening of conversation and content. No matter the starting point at arrival, everyone left with a higher level of financial literacy and decision making skills.

In April, NSN LA partnered with BTE - "Be The Example" for a male-centric cigar night. The Wealthy Mindset Mixer was held at the Debonair Cigar Lounge, and what a great night it was! It was truly a networking cigar experience, with a full house and lots of new faces. The evening was a great collaboration between the two organizations, and we look forward to working with BTE on future events.

For our second gathering in April, NSN LA and NSN Phoenix met at The Westin Pasadena for our Regional Reception and Interview Event. The reception featured keynote speaker Linda Clemens, who led an illuminating session about non-verbal communications and body language. The next day, American Express, Bio Marin, and Otsuka conducted interviews with NSN LA members for some of their sales opportunities.

In May, we had a Members Only Happy Hour at 1010 Wine & Events, Inglewood's first and only Black owned wine bar. We tasted and toasted with great wine from Black owned wineries, enjoyed great appetizers, and engaged in a robust sing-a-long with the bar's musician. NSN LA definitely elevated the vibe and brought down the house!

NSN LA is moving into the third quarter with our Accelerated Boot Camp. The Boot Camp is a 6-week program designed to accelerate career growth by way of interview skills, personal branding, professional development, and much more. A group of highly successful, experienced coaches are leading thought-provoking discussions that are enriching to everyone involved in the program.

We are halfway through 2023, and we have many more great events planned. Keep an eye out for invitations to more professional and personal development workshops, Members Only gatherings, New Member happy hours, and other enriching activities.



Maximizing Personal Profits



The Wealthy Mindset Mixer



Regional Reception



Members' Happy Hour

Meet Our New Members



Karen Anderson
Mann Kind Corp



Brian Appiah-Kubi
American Express



Chika Awujo
Texas A&M



Johnny Cooper



James Courtney
CARR Realty



Tamara Crite
Eli Lilly



Hudson Curtis
Student



Tanisha Curtis
SelectPlus Lending



Kenady Davis
Open to work



Demitrius Goods
Global Equity Finance



Gary Hopkins
Myovant Sciences



Donovan Iwuagwu
Cal Sate Northridge



Obi Iwuagwu
Kinex Medical Company



Jake McDonald
Student



Kaelyn Moore
3M



McDowell Porter III
Cal State Fresno



Jon-Stephen Scott
Sunovion



Christopher Swain
DePuy Synthes Company

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 18 new members have joined the chapter since March 2023!

Fun fact: NSN LA is trying to expand its student and early career membership. If you know of any students or early careerists who are interested in investing in themselves, send them our way.

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.



Member Spotlight

Terry Fifer & Debbie Bell - Accelerated Bootcamp Founders



Terry Fifer - Director, Access & Reimbursement, Novartis - Terry is a results driven individual and team leader with a proven track record that exceeds growth goals through effective strategic regional & national specific business plan development and execution. Along with 10 +years of proven leadership, she has vast industry expertise for global biotech & pharmaceutical organizations. Her expertise is building and leading high performing teams to deliver top results, most recently 2022 Region of the Year. She currently serves as the Marketing and Communications Director for NSN LA. In this role she provides input into content and communication development for the LA Chapter.

Debbie Bell-Cole: Strategic Account Manager, Abbott Pharmaceuticals
 - Debbie Bell is a specialty sales professional who has engaged customers in the greater Los Angeles market as a strategic account manager, device specialist, vaccine specialist and general representative with both Abbott and Merck. Her focus on patient outcomes, health systems and helping her HCP offices successfully access her products have resulted in three president club wins! Her passion for helping young, diverse sales professionals is exemplified in her development and implementation of NSN LA's first Accelerated Interview Bootcamp.



ACCELERATED BOOT CAMP SNEAK PEAK

The Accelerated Boot Camp is a 6-week training course designed by NSN LA to provide members with the necessary skills for breaking into the sales industry, interviewing with success, and building a lasting personal brand.

Below is a snippet of the content that was discussed during this year's boot camp. Click each topic to learn more.

WEEK	WEEK	WEEK	WEEK	WEEK
1	2	3	4	5
Top Sales Trends of 2023	Vocal Executive Presence	How to Land an Interview	Types of Interviews	Negotiation
The Perfect Sales Resume	Personal Branding	Steps to Prep	Navigating a Virtual World	Your Personal Board of Directors
Steps for a better LinkedIn	Networking	The Perfect Elevator Pitch	The STAR Method	How to Close an Interview

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

2023 PROFESSIONAL CONFERENCE PREP



The NSN Annual Conference & Career Fair is coming up soon! The conference will be held at the Sheraton Dallas Hotel from August 2-4. The theme of the conference this year is “The New Corporate Intrapreneur,” and the keynote speaker will be Charlamagne Tha God.

At the conference, you can attend informative and engaging workshops on topics such as Leadership, Interviewing, Negotiation, and Career Strategies. The Career Fair provides a great opportunity to meet with recruiters from companies in many industries from across the nation, and to network with other NSN members.

Here are some helpful hints on what to bring and prepare to have the best possible conference experience:

- Bring your business cards and some hard copies of your CV, even if you are not actively looking for a new role. You never know what unexpected opportunities might present themselves.
- Bring some business casual and business attire to attend the workshops and Career Fair.
- NSN LA will be living the “Suite Life” at the conference. Our chapter will have a suite available to socialize with our members in the evenings during the conference. So be sure you pack your best chic attire for fun cocktail hours with NSN members from all over the country.
- If you will be attending the conference, complete this [Google Form](#) so we can keep you up to date with all of our NSN LA events in Dallas!

As we get ready for the upcoming NSN Annual Conference, we will be having a pre-conference gathering and Accelerated Bootcampwrap party on July 22 at E.D.B. (Eat.Drink.Be.) Restaurant at the Burbank Marriott.

This electrifying event serves as the perfect occasion to revel in the growth, achievements, and newfound skills of our talented Bootcamp graduates. This will also be a time for all of our NSN LA conference attendees to gather and share much needed conference tips and tricks!

[Click to Register](#)





NATIONAL SALES NETWORK

STUDENT SALES & MARKETING CONFERENCE

The Student Sales and Marketing Conference is the biggest invite-only event for diverse candidates pursuing opportunities in Sales, Marketing, and business functions. NSN covers all expenses for each student, including airfare, hotel, transportation, and meals. This year, we have nearly 300 registered students, and the LA Chapter aims to support at least 5 students. We kindly request your help in raising \$5000.

HOW YOU CAN HELP:

- 1** Scan the QR code and choose Therese Dodds/NSN LA Chapter in the drop down
- 2** Donate any amount and add \$2 if you plan to do a company match, eg \$22, \$52, \$102, \$1,002. This will ID the company match as an NSN LA Chapter Donation (email president@nsnla.org the match amount, date of donation, and your company name)
- 3** Share on your Social Media Platforms and ask your network to do the same.

DONATE HERE: <https://gofund.me/50bed898>

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:

- Social Media Lead
- Student Ambassadors

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!