

Networking at TSU's BIC

TSU's Business Incubation Center's Networking program is focused on developing trusted, professional relationships by getting the right people together. The networking program is designed to help businesses work together to pass referral business and explore new opportunities.

Word of mouth is the most powerful way to propel referrals for your business. Expand your network and join one of our groups for opportunities to build long term professional relationships and impact the bottom line of your business like never before.

It is all about what works for you and your business. TSU's Business Incubation Center's Networking program offers 2 types of groups, exclusive and overlap. In exclusive groups, the member will have exclusive dibs on their profession. For example, if a group has a HVAC business representative member there cannot be another HVAC representative in the group. With overlap groups, there will be overlap amongst vocations. For example, an overlap group may have more than one insurance agent.

There is a growing interest in companies that make corporate social responsibility part of their business platform. Community service is just as beneficial for business and the benefits go well beyond the bottom line. Groups will have a choice to adopt a non-profit or charity. Groups who adopt a non-profit or charity will receive a discount on membership dues.

Great relationships are built on trust and trust takes time. It is very important to be on time and attend all meetings. Of course, we understand situations come up therefore members are allowed a certain amount of absences per year. TSU's BIC's strong contact networking groups will meet once a week on the same day at the same time for 90 minutes. Each group will have a maximum of 20 members. Potential members will be allowed 4 guess passes to help decide which group they would like to join.

Group meeting agenda is as follows:

- 10 min.-welcome mixer/networking
- 5 min.-rules/protocols of the group
- 20-25 min.(depending on group size)-individual elevator speech
- 5 min.-bathroom break
- 20 min.-member spotlight
- 5 min.-closing
- 15-20 min.-networking

TSU's BIC's Networking Program will have a monthly networking event in which all groups are invited to network and mix.

Pricing:

\$300 per year or \$30 per month

Groups involved in non-profit organization or charity will receive a discount on membership dues.