

YOUNG PROFESSIONAL'S GUIDE TO
NETWORKING &
DEVELOPMENT
IN BUFFALO NIAGARA



2020-2021





Every year, BN360, the young professional engagement and development program of the Buffalo Niagara Partnership, publishes a comprehensive guide listing professional and leadership development groups in the Buffalo Niagara region.

Whether you choose BN360 or one of the other professional development groups listed in this year's guide, being active in a group whose work you are passionate about is a key component to career development and community engagement.

Taking the first steps toward getting involved can be both exciting and intimidating. Here is how this guide can help you:



Connect.

Meet new people and expand your network by joining a professional or leadership development group in the region. Don't just join; get involved by attending meetings or volunteering. One of the best ways to establish yourself within an industry or community is to engage with other professionals. Feeling a little nervous about getting involved? Consider inviting a friend or co-worker.



Develop.

Recognize and understand that learning is a life-long process. Refining and advancing your skills will help you achieve your goals. Getting involved with a professional or leadership development group can provide you with expert resources and the structure you need to grow.



Empower.

Stepping out of your comfort zone is hard. Feel good about engaging your peers and your community.



As you look to grow and develop in your career, be sure to take advantage of the countless professional and leadership development opportunities here in Buffalo Niagara.

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ARTS & CULTURE



ARTS SERVICES INITIATIVE OF WESTERN NEW YORK INC. (ASI WNY)

asiwny.org

SIGNATURE EVENT:

The Spark Awards: **Celebrating Those Who Ignite Arts & Culture** (May)

Arts Services Initiative (ASI) empowers the region's artists and arts organizations with connections to funding, learning opportunities, and community access to the arts. We are a resource hub for the Western New York arts and cultural sector. ASI envisions a region where inclusive creative communities are valued and visible, and where artists and arts organizations have access to the resources needed to advance and thrive.



BUFFALO URBAN LEAGUE - YOUNG PROFESSIONALS (BULYPNY)

bulypny.org

SIGNATURE EVENT: Annual Soirée (June)

BULYPNY is an award-winning, unique entity of the Buffalo Urban League comprised primarily of young professionals who live and work throughout the Buffalo and Western New York region. The organization empowers, develops, and educates young professionals to take leadership roles within the National Urban League, the civil rights movement, and society at-large.



NICKEL CITY JEWS

buffalojewishfederation.org/programs/nickel-city-jews

Nickel City Jews is a platform for engaging with individuals and weaving networks of adults (21 through early 40s). Through Nickel City Jews, you can attend large events to celebrate Jewish moments, host or attend mini events, which bring small groups together for intimate gatherings, or connect one-on-one to build a personal network. Nickel City Jews helps young adults in Buffalo (and their friends and life partners of other faiths) find ways to grow Jewishly in meaningful and relevant ways.



UNITE BY NIGHT

unitebynight.com

Unite by Night's mission is to support Western New York nonprofits and community stakeholders who combat racism, bias, and discrimination while promoting diversity and inclusion. Young professionals are encouraged to get involved in the organization's special events, projects, education, and training opportunities to help move Buffalo and WNY forward together.

DEVELOPMENT



AIA
Buffalo/WNY

AMERICAN INSTITUTE OF ARCHITECTS - BUFFALO/WNY (AIA BUFFALO/WNY)

aiabuffalowny.org

SIGNATURE EVENT:

Design Awards Gala (November)

AIA Buffalo/WNY has been the leading professional membership association for licensed Architects, Emerging Professionals, and Allied partners since 1857. The AIA serves as the voice of the architecture profession and as a resource for our members in service to society. The organization carries out its goals through advocacy, information, and community.



AMERICAN PLANNING ASSOCIATION - WESTERN NEW YORK (APA WNY)

wnyapa.com

SIGNATURE EVENT: **Annual WNY Awards (May)**

The American Planning Association is a nonprofit education and membership organization. Members include practicing planners, planning students, elected and appointed officials, planning commissioners, and interested citizens. APA and its professional institute, the American Institute of Certified Planners, are dedicated to advancing the art, science and profession of good planning. APA members seek to implement inclusive planning and impart the beliefs of planning for the betterment of their communities.



CONSTRUCTION EXCHANGE OF BUFFALO & WNY, INC.

conexbuff.com

SIGNATURE EVENT:

Summer Annual Picnic (August)

The Construction Exchange is the largest trade association in Buffalo and Western New York. It enhances the growth and prosperity of its 900 member companies by providing information, advocacy, education and communication for the construction industry.

"HOW TO" TIPS

#1

How to Network Virtually

Networking has changed. Make the most of virtual networking with a few tips:

- Research participants and know who you want to connect with
- Have something to say
- Follow up with an email or LinkedIn message

DEVELOPMENT



THE SOCIETY FOR MARKETING PROFESSIONAL SERVICES: UPSTATE NEW YORK (SMPS)

smpsupstateny.org

The Society for Marketing Professional Services (SMPS) is a national organization focused on the professional development of marketers and business developers in the architecture/engineering/construction industry. SMPS provides networking, educational opportunities, and industry-leading research to achieve its vision of business transformed through marketing leadership. The Upstate NY Chapter works diligently to provide opportunities for our members that align with the organization's mission to advocate for, educate, and connect leaders in the building industry.



URBAN LAND INSTITUTE NEW YORK YOUNG LEADERS GROUP (ULI)

newyork.uli.org/get-involved/young-leaders-group

The Urban Land Institute is a not-for-profit whose mission is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. ULI WNY is a regional satellite of the New York District Council and covers the Western Region of New York State. The ULI WNY Young Leaders Group provides networking, education and professional development opportunities to under-35 professionals in land-use associated fields.



"HOW TO" TIPS

#2

How to Communicate with Different Styles

Each person you work with or network with has a different way to communicate. Consider who may respond better to a formal email, and those that prefer an instant message. Learning and respecting different communication styles is important.

ENGINEERING



AMERICAN SOCIETY OF PUBLIC ENGINEERS: BUFFALO SECTION (ASME)

community.asme.org/buffalo_section/groupleadership.aspx

SIGNATURE EVENT:

Empowering Student Career Mentor Roundtable

The American Society of Mechanical Engineers (ASME) is an American professional association that promotes the art, science, and practice of multidisciplinary engineering and allied sciences around the globe via continuing education, training and professional development, codes and standards, research, conferences and publications, government relations, and other forms of outreach. The ASME Buffalo Section is the local Chapter covering the area in and around Western New York.



SOCIETY OF AMERICAN MILITARY ENGINEERS: BUFFALO POST (SAME)

same.org/Buffalo

SIGNATURE EVENT:

Buffalo Post Industry Day (April)

Founded in 1920, the Society of American Military Engineers leads collaborative efforts to identify and resolve national security infrastructure-related challenges. With a National Office in Alexandria, Va., and more than 100 local Posts and Field Chapters around the world, the Society unites public- and private-sector individuals and organizations from across the architecture, engineering, construction, environmental and facility management, cyber security, and contracting and acquisition disciplines in support of America's national security. Each year, the Buffalo Post hosts several membership lunches, networking happy hours, STEM outreach events, in addition to an annual Industry Day.



ENVIRONMENTAL



AIR & WASTE MANAGEMENT
ASSOCIATION

AIR & WASTE MANAGEMENT ASSOCIATION, NIAGARA FRONTIER SECTION (AMWA)

awmanfs.wildapricot.org

SIGNATURE EVENT: Envirun 5K (April)

The Niagara Frontier Section of the Air and Waste Management Association is a non-profit organization for people involved in the environmental profession consisting of individual and corporate members from the Western New York area. Members come from local universities, governments, the NYS Department of Conservation, local industries, environmental engineering and consulting firms, legal firms, and analytical testing firms.



YPOP! YOUNG PROFESSIONALS FOR OLMSTED PARKS

bfloparks.org/ypop

SIGNATURE EVENT:

Volunteer in your Olmsted Parks (April)

YPOP will provide an enriching journey for participants, complete with networking opportunities, community-focused professional development, and unique cultural experiences within the Olmsted park system. Throughout the six-month program, YPOP will provide opportunities to gain greater appreciation for Buffalo's Olmsted parks and green spaces; learn about the Conservancy's work and purpose through direct access to staff, members of the Board of Trustees, and volunteers; network for professional development with local leaders and people of influence; and support the Conservancy's mission for the parks through fundraising and friend-raising.



"HOW TO" TIPS

#3

How to Write a Blog Post

Blogs are a great way to establish yourself as a thought leader, to provide valuable content for your network, and to engage. Before you write a blog, know your audience and do your research. Be sure to include pictures or a video.



NEW YORK STATE SOCIETY OF CPAs, BUFFALO CHAPTER (NYSSCPA)

nysscpa.org/membership/chapters/buffalo#sthash.tG2hDpB5.dpbs

SIGNATURE EVENT:

Buffalo Chapter Ethics Update (September)

The New York State Society of CPAs aims to educate, connect, and grow our membership within the CPA industry. Our member benefits include in-person and online networking opportunities, CPE courses and conferences, over 60 specialized committees, the CPA Journal, other award-winning publications, and more. Membership includes more than 26,000 CPAs, lawyers, bankers, and other professionals from associated industries.



THE SOCIETY OF FINANCIAL SERVICE PROFESSIONALS: BUFFALO CHAPTER (FSP)

societyoffsp.org/buffalo

SIGNATURE EVENT:

Summer School & Social (July)

FSP is a premier association in the financial services profession. FSP is a community of multidisciplinary credentialed professionals spanning the entire spectrum of financial services. The group provides meaningful education, fosters productive relationships, and promotes an environment in which members become assets to one another, building knowledge, improving practices, and increasing the stature of members and their firms in the financial services industry. FSP is a leader in high-level education across disciplines with practical application. All FSP members have access to top-quality programming with industry experts and thought leaders both locally and nationwide.

"HOW TO" TIPS

#4

How to Manage Your Time Wisely

To effectively manage your time, prioritize your tasks wisely. Set goals that are achievable and allocate a reasonable amount of time for each goal.

GIVING / PHILANTHROPY



ASSOCIATION OF FUNDRAISING PROFESSIONALS: WESTERN NEW YORK CHAPTER (AFP)

afpwny.afpnet.org

SIGNATURE EVENT:

Professional Development Series (September-May)

AFP WNY is an organization of individuals and organizations empowered to practice ethical fundraising through professional education, networking, research, and advocacy. Our vision is to stimulate a world of generosity and positive social good through fundraising best practices.



EMERGING PHILANTHROPISTS OF COLOR (COMMUNITY FOUNDATION FOR GREATER BUFFALO)

cfgb.org/community-change/initiatives/cgli/

SIGNATURE EVENT:

Pay It Forward Awards (November)

The Emerging Philanthropists of Color (EPC) is a unique committee of the Communities of Giving Legacy Initiative, which works to cultivate positive change in the lives of trailblazing youth of color living within Western New York through access to civic leaders and philanthropists of color. EPC members are young professionals of color who are building their personal and professional networks while finding ways to give back together and make an impact. Members work to spark a curiosity to learn about giving – personally and collectively – within communities of color for people of all ages.



GIVING HEARTS YOUNG PROFESSIONALS PROGRAM AT KEVIN GUEST HOUSE

kevinguesthouse.com/give/givinghearts/

SIGNATURE EVENT: Bites & Brews (March)

Giving Hearts is engaging young, entrepreneurial, and philanthropic individuals who are on the rise in the Buffalo Niagara community to ensure that every patient and family member traveling to Buffalo for medical care will be welcomed at Kevin Guest House, regardless of their ability to pay for their stay.



NEXT GENERATION UNITED (UNITED WAY OF BUFFALO & ERIE COUNTY) (NGU)

uwbec.org/next-generation

SIGNATURE EVENT: Pitch 10 (March 2021)

Next Generation United (NGU), a Giving Community of United Way of Buffalo & Erie County, engages the next generation of philanthropic leaders, harvesting their knowledge, skills, and creative energy to elevate our community. Through Pitch 10, mixers, and curated experiential events, Next Generation United empowers future generations to find innovative ways to improve our community.

GIVING / PHILANTHROPY



QUEEN CITY REVIVAL

queencityrevivalyp.org

SIGNATURE EVENT:

North Buffalo Scavenger Hunt (Fall)

QCR is a group of dedicated young professionals that consistently strive to help the local community through volunteer partnerships and supporting local businesses. Through energetic volunteerism, interactive networking events and lively social events, members create new relationships and bond with other young professionals in the Buffalo Niagara region. Join QCR in helping Buffalo maintain its reputation as The City of Good Neighbors.



**Ronald McDonald
House Charities®**
of Western New York

RONALD MCDONALD HOUSE CHARITIES OF WESTERN NEW YORK YOUNG PROFESSIONALS

rmhcwny.org

SIGNATURE EVENT: Meat Raffle

RMHC of WNY's Young Professionals is a group of philanthropic individuals with a collective goal of supporting the mission and initiatives of the RMHC of WNY by organizing awareness-building and fundraising events. Members support the children and families of the Ronald McDonald House while creating a networking and social environment that offers the opportunity to develop philanthropic leadership skills. The group engages, empowers, and inspires young professionals to participate in philanthropic and leadership endeavors with the goal of energizing a new generation of volunteers for RMHC of WNY.



TOMORROW'S LEADERS (CYSTIC FIBROSIS FOUNDATION)

cff.org/Get-Involved/Participate/Tomorrows-Leaders

SIGNATURE EVENT: Career Growth Panel Presentation (October)

Tomorrow's Leaders is the Cystic Fibrosis Foundation's (CFF) young professional initiative. Members are those between the ages of 21 and 40 who believe in the CFF's mission and have a desire to grow personally and professionally. This opportunity will allow you to help increase the quality of life for people with cystic fibrosis and be part of finding a cure.



YOUNG NONPROFIT PROFESSIONALS NETWORK (YNPN GREATER BFLO)

ynpngreaterbflo.org

SIGNATURE EVENT: YNPN Summit (Spring)

YNPN Greater Bflo is a group of nonprofit professionals who see the value in being intentional about their professional development and in building a peer support network to help them be more effective change-makers in their community. Alongside these emerging leaders, YNPN Greater Bflo is building a diverse and powerful social sector that can support and strengthen the region.



D.E.N.T.A.L. STUDY GROUP/ BUFFALO CHAPTER AMERICAN ASSOCIATION OF DENTAL OFFICE MANAGEMENT

dentalmanagers.com/dental-office-manager-association-chapters/chapter-directory/buffalo-ny-chapter/

This is a group of dental professionals who meet to learn, network, and exchange experience, knowledge, challenges, support, and encouragement. Members meet six times per year. Three of those meetings are dedicated to intimate manager-to-manager meetings to help members grow as leaders and problem solve. During the remaining three meetings per year, members hear from local and national speakers on topics such as marketing, hiring and onboarding, risk management, and more.



"HOW TO" TIPS

#5

How to Join a Board

Serving on a board is a great way to give back to your community. Start by getting involved with an organization you are passionate about. Get to know the group, share your time and talents, then make your desire to help and serve the organization known to leadership.

HUMAN RESOURCES



ATD BUFFALO NIAGARA

atdbuffalo.org

SIGNATURE EVENT:

Monthly Coffee Connections

The Buffalo Niagara Chapter of the Association for Talent Development (ATD) is the largest professional association dedicated to the training and development field in Buffalo Niagara region. By providing resources, networking opportunities, programs and events on a variety of in-demand topics, ATD provides a number of cutting-edge development opportunities to bolster the knowledge of our members and talent community. ATD Buffalo Niagara is proud to be a community of curious, intelligent and dedicated members that come together to support, mentor and discover new and creative ways to train and develop the talent of the Buffalo Niagara region and beyond.



BUFFALO NIAGARA HUMAN RESOURCES ASSOCIATION (BNHRA)

bnhra.org

SIGNATURE EVENT: Legal Update (September)

BNHRA is the pre-eminent human resource professional organization in WNY. Members represent a group of diverse professionals involved in a variety of leadership and support roles within the management profession. BNHRA is an affiliate chapter of the Society for Human Resource Management (SHRM), the world's largest human resource management association.



"HOW TO" TIPS

#6

How to Ask for a Promotion

Are you ready to take the next step in your career? Speak to your immediate supervisor about your goal to advance within your organization. Be prepared to discuss your desired role and why you deserve it.

INFORMATION & TECHNOLOGY



HDI WESTERN & CENTRAL NY

hdiwcny.org

SIGNATURE EVENT:

Leadership Conference (November)

HDI of Western and Central NY focuses on creating connections with people through events, services, and resources. The network of local chapters is a convenient and dynamic way to collaborate with like-minded professionals in the IT service management and technical support communities.



INFOTECH WNY

infotechwny.com

SIGNATURE EVENT:

BETAS- Buffalo Emerging Technology Awards Showcase (May)

Infotech WNY's mission is to serve as the region's professional organization promoting technology through networking, education, recognition, and career enrichment. The group promotes and conducts technology-related networking and educational events and collaborates with regional educational institutions to provide and create learning opportunities. In addition, InfoTech WNY recognizes noteworthy technology professionals and organizations.



"HOW TO" TIPS

#7

How to Apply for a Job in the Remote World

Working virtually means handling the demands of working from home. Be able to provide examples of your experience efficiently working remotely with little oversight.

INSURANCE



NEW YORK YOUNG INSURANCE PROFESSIONALS

younginsuranceprofessionals.org/ny

SIGNATURE EVENT: Buffalo I-Day (April)

NY-YIP is an organization dedicated to the professional and personal growth of newcomers to the insurance industry and is an affiliate of PIANY, a trade association representing professional, independent insurance agencies, brokerages, and their employees throughout the state.



NEXT GENERATION OF INSURANCE PROFESSIONALS: BUFFALO (NEXT GEN)

wnyagent.com/nextgen

SIGNATURE EVENT:

WNY Young Professionals Networking Event (November)

Next Gen is a professional skills development and networking group open to individuals under 40, or those who are new to the independent insurance industry. Membership is open to insurance agents and anyone involved in or supporting the insurance industry, including all agency and company personnel.



"HOW TO" TIPS

#8

How to Fight Impostor Syndrome

Know that Impostor Syndrome is more common than you think. You can help combat this feeling by doing a few things:

- Remind yourself of your accomplishments
- Become a mentor
- Tell a trusted friend or colleague



BAR ASSOCIATION OF ERIE COUNTY (BAEC)

eriebar.org

The Bar Association of Erie County (BAEC) is a professional organization with more than 3,500 member lawyers, judges, law students, legal administrators, and paralegals. The BAEC is the largest bar association outside the metropolitan New York City area and each year conducts various programs and services for legal community and the community at large. Members of the BAEC work to improve the profession, the community in which they live, and the administration of justice.



MINORITY BAR ASSOCIATION OF WNY (MBAWNY)

mbawny.org

SIGNATURE EVENT: Annual Fall Brunch (Fall)

The Minority Bar Association of Western New York (MBAWNY) is a non-for-profit organization comprised of over one hundred members who are from diverse ethnic backgrounds that represent the varying races, cultures and beliefs in WNY. The purpose of the Minority Bar Association of WNY is to facilitate and advance equality and excellence in the legal profession; aid in the progress of minorities in the legal profession, address legal issues affecting minorities, encourage the personal and professional development of lawyers and students, advocate for the civil rights of all people and to enhance the legal services available to minority communities.



WOMEN'S BAR ASSOCIATION OF ERIE COUNTY

wbasnywny.org

WBASNY WNY is one of twenty local chapters that make up the statewide organization known as the Women's Bar Association of the State of New York. The State organization is the largest Women's Bar Association in the country and the second largest Bar Association in the State. Locally, there are close to 400 members.

"HOW TO" TIPS

#9

How to Advance Your Skills

Join a professional or leadership development group, take an online or in-person class, or consider pursuing a graduate certificate or advanced degree.

MARKETING & ADVERTISING



AMERICAN ADVERTISING FEDERATION: BUFFALO (AAF)

aafbuffalo.com

SIGNATURE EVENT:

American Advertising Awards (February/March)

AAF Buffalo is the local chapter of the American Advertising Federation, the nation's oldest and most recognized organization in the advertising industry. With approximately 300 members who work in a variety of positions in the marketing communications field, AAF Buffalo provides national industry involvement with a local focus.



BUFFALO NIAGARA SALES & MARKETING EXECUTIVES (BNSME)

bnsme.org

SIGNATURE EVENT:

Executive of the Year & Elite Sales & Marketing Awards (March)

BNSME has been serving WNY since 1942. Membership includes sales and marketing professionals, managers, vice presidents, and company owners all interested in developing relationships through peer networking and gaining valuable professional development from our monthly dinner meetings and seminars.



AMERICAN INSTITUTE OF GRAPHIC ARTS UPSTATE NEW YORK (AIGA)

upstatenewyork.aiga.org

SIGNATURE EVENT: Connect with Creatives

AIGA Upstate New York provides education, networking, and support to students and professionals and advocates for the ethical practice of communication design. As the largest community of design advocates, members work together with the international organization to advance designing as a professional craft, strategic tool, and vital cultural force.



PUBLIC RELATIONS SOCIETY OF AMERICA: BUFFALO NIAGARA CHAPTER (PRSA)

prsabuffaloniagara.org

SIGNATURE EVENT:

Excalibur Awards (October)

Change description: PRSA is the world's largest organization for public relations professionals with more than 22,000 members globally. Founded in 1963, the Buffalo Niagara Chapter has more than 160 members representing all areas of business and industry, including corporate, nonprofit, government, counseling firms, educational institutions and professional service firms.

PROFESSIONAL SERVICES



BUFFALO NIAGARA 360 (BN360)

thepartnership.org/bn360

SIGNATURE EVENT: Annual Kickoff (January)

BN360 is Buffalo Niagara's premier young professional development and engagement program, offering more than 18 events annually focused on connecting, developing, and empowering. A program of the Buffalo Niagara Partnership, BN360 creates an inclusive and collaborative network of resources where talented individuals can achieve their goals for professional growth and success.



BUFFALO NIAGARA ASSOCIATION OF REALTORS (BNAR)

bnar.org

BNAR is one of more than 1,300 local boards and associations of realtors nationwide that comprise the 1.2 million-member National Association of Realtors. Locally, BNAR is the "voice for real estate" in the WNY region with a mission to assist members in becoming successful, profitable, and knowledgeable, and to promote professionalism and real property rights.



WNY ADVISING

wnyadvising.weebly.com/

SIGNATURE EVENT:

Regional Advising & Higher Education Conference (Spring)

WNY Advising's mission is to foster collaboration and networking among advisers and higher education professionals in the greater Western New York area and beyond. WNY Advising offers additional professional development resources, networking events, and partnerships with other higher education affiliated groups.

"HOW TO" TIPS

#10

How to Find a Mentor

First, clearly identify and understand your own needs and the time you are willing and able to commit to the relationship. Identify someone who you admire and feel could help your development. Formally ask that person to mentor you or informally learn from them in-person and on social media.

PROFESSIONAL WOMEN



ALL IN, WNY WOMEN'S FOUNDATION

allinwny.org/about/our-initiative/

ALL IN is a research-based, comprehensive initiative led by the WNY Women's Foundation designed to foster the growth and development of women leaders. ALL IN asks the community to engage in a commitment to equity by investing in purposeful efforts to empower women and illuminate the pathways for women to lead.



INSURANCE WOMEN OF BUFFALO (IWOB)

insurancewomenbuffalo.com

SIGNATURE EVENT:

Brunch & Basket Raffle (May)

IWOBF is a local chapter of Federation of New York Insurance Professionals (FNYIP) that serves members by providing professional education where they can grow, learn, and develop their careers. Membership includes professionals in the insurance industry, including agency owners, underwriters, risk managers, customer service representatives, and claims adjusters.



#11 "HOW TO" TIPS

How to Network with the C-Suite

The thought of networking with CEOs, vice presidents, presidents, and owners can be overwhelming. Here are 3 tips to networking with the C-Suite:

- Reintroduce yourself
- Listen first, then talk
- Be confident, clear, and concise

PROFESSIONAL WOMEN



NATIONAL ASSOCIATION OF WOMEN BUSINESS OWNERS: BUFFALO NIAGARA (NAWBO)

nawbowny.org

SIGNATURE EVENT:

Each One Reach One (March)

NAWBO Buffalo Niagara is one of the greatest organizations to help women business owners. NAWBO fosters a network of women entrepreneurs, is a strong voice on important advocacy issues, and provides high-quality educational programs for a dynamic and diverse group of women business owners and chapter partners.



NEW YORK STATE WOMEN, INC. BUFFALO NIAGARA CHAPTER (NYSWBNC)

bncwomeninc.org

SIGNATURE EVENT:

Women in Leadership (June)

BNC fosters the success of women in the workforce across WNY. We offer resources, leadership development, support, and connections. We build powerful women personally, professionally and politically.



"HOW TO" TIPS #12

How to Launch Your Personal Brand

Presented by Alliance Advisory Group

Your personal brand is the sum total of what you do, how you do it, and why. It all begins with authenticity, the cornerstone of personal branding. Authenticity opens the door for your audience to trust you, to engage with you, and to tell their friends about you.



HAMILTON CHAMBER OF COMMERCE- YEP

hamiltonchamber.ca/?s=yep

YEP is a division of the Hamilton Chamber of Commerce and includes employees of Chamber members who are under the age of 40. YEP supports young professionals who work in Hamilton, Ontario, with monthly events. Members are willing to help others not only build upon their philanthropic goals but live happier, more satisfying lives. YEP events and meetings are held in various locations around Hamilton to engage members in the local community and economy. These events provide professionals an opportunity to learn new skills, build toolkits, and network with like-minded individuals.



HAMILTON HIVE

hamiltonhive.ca/

SIGNATURE EVENT:
YP Conference (January)

Since 2010, Hamilton HIVE has been bringing together young professionals from a diverse mosaic of skill sets and industries. Hamilton HIVE provides networking, self-development and career growth strategies to young professionals in Hamilton. We take pride in building a community of emerging leaders that work together to learn and grow. The HIVE is a nonprofit that serves as Hamilton's go-to resource and network for emerging leaders and young professionals.



NEXT NIAGARA: GREATER NIAGARA CHAMBER OF COMMERCE

ypnontario.com/article/nextniagara-167.asp

SIGNATURE EVENT: Priceless Niagara | Bid with Your Time, Not Your Dime (date TBD)

NEXT Niagara is the voice of the emerging generation in Niagara, Ontario, with a mission to represent, support and cultivate leadership opportunities through engagement and advocacy. As an initiative led by a Council of emerging generation leaders from across the region, NEXT Niagara is committed to fostering greater youth retention and seeing Niagara grow as a vibrant and prosperous community where the next generation can live, work, and stay.



LEADERSHIP DEVELOPMENT PROGRAMS

CANISIUS COLLEGE CENTER FOR PROFESSIONAL DEVELOPMENT

canisiuscpd.com

For over 30 years, CPD has been dedicated to the training and development of the WNY business community. Offering a wide range of services like structured courses, consulting offerings, and test prep, the team is committed to transformational learning.

EMERGING BUSINESS LEADERS

emergingbusinessleaders.org

EBL is a group created for WNY's young professionals, focused on developing the next generation of leaders. Together, we work to showcase Buffalo as a place for growth and prosperity.

HARVARD BUSINESS SCHOOL CLUB OF BUFFALO

hbsbuffalo.com

The HBS Club offers four annual management development programs in the business and nonprofit fields. Over 2,000 people have used these inexpensive and local case discussion programs to broaden their experience and further their careers. Revenues from the programs have funded over 100 Executive Education Scholarships to Harvard Business School and \$400,000 of donations to local nonprofits.

LEADER EXCHANGE

thepartnership.org/leaderexchange

The Buffalo Niagara Partnership's Leader Exchange Program is a unique peer-to-peer, leadership development program intended for young professionals. Designed for professionals with at least seven years of experience and one direct report. The program focuses on specific goals, objectives and challenges of today's developing leaders.

LEADERSHIP BUFFALO

leadershipbuffalo.org

Through collaborations, community awareness, and civic engagement, Leadership Buffalo unites leaders to take action. Our five programs are educating individuals and providing resources to make a difference. Participants explore the challenges, concepts, complexity and practice of leadership around important issues through a series of day sessions.

LEADERSHIP NIAGARA

leadershipniagara.com

Leadership Niagara is disrupting the business as usual approach to community leadership with an innovative and nationally recognized leadership development program. We created a successful model which brings together leadership and industry experts, intellectual capital, and powerful mentors to help individuals begin to think differently, make connections, and find deeper motivations to become better leaders.

UB SCHOOL OF MANAGEMENT KEY PERSONS LEADERSHIP DEVELOPMENT PROGRAM

mgt.buffalo.edu/entrepreneurship/center-for-entrepreneurial-leadership-cel/key-persons-development-program.html

The University at Buffalo School of Management's Center for Leadership and Organizational Effectiveness (CLOE) strives to create more effective leaders and organizations. Participants are coached as individuals striving to reach enterprise goals while keeping their unique strengths. This nine-week program offers more than 40 classroom hours to build the leadership skills of your management team.



Get Involved with BN360

BN360 is the young professional engagement and development program of the Buffalo Niagara Partnership.



**Make
Connections**



**Develop
Key Skills**



**Feel
Empowered**

Join a community of young professionals, feel good about advancing your skills to take on new responsibilities, and make an impact in our region.

Individual Members enjoy:

- Exclusive, free access to all events
- Opportunities for personal and professional growth and development
- The ability to build your circle of influence and make key connections



Buffalo Niagara 360



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Buffalo Niagara 360

thepartnership.org/bn360



Leader Exchange

Looking for the Next Step on Your Career Path?

Leader Exchange, a program of the Buffalo Niagara Partnership, focuses on developing the leaders of today into the executives of tomorrow.



Leader Exchange is for developing leaders who:

- Have at least 7 years of business, industry, or professional experience
- Manage at least one person
- Are committed to their professional development and want to grow

Learn about yourself and how to be a leader with monthly, professionally facilitated meetings. Confidentially connect with group members as you grow and develop the skills you need to achieve your goals and objectives.

thepartnership.org/leaderexchange



The following BN360 Corporate Members* have committed to providing their young professionals opportunities to connect, develop, and feel empowered. If you work for one of the companies listed, you have FREE access to a BN360 membership.

Alliance Advisory Group, Inc.

Athenex

Bank of America

Bank On Buffalo

BlueCross BlueShield of Western
New York

Bond, Schoeneck & King PLLC

Buffalo Niagara Partnership

Buffalo Rising, Inc.

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Say Yes Buffalo

Sealing Devices Inc.

Seneca Gaming Corporation

Sodexo

Spectrum Health & Human Services

StraussGroup

Tronconi Sergarra & Associates LLP

Verizon Media

Wendel

To access your free membership or to become a member, please contact:

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