



## Performing Better Together!

Taking time away from the office and heading to the golf course is a great way to relieve stress, invest in your business, and strengthen employee relationships. Not only will you learn more about the game, you learn how golf can tie back to the office, self-awareness, and identify key performance issues like imposter syndrome, self-doubt, negative thinking, impatience, overconfidence or lack of confidence.

Can you believe it is already Q3?

July is a good time to review the state of your business and your team. Are the business values you set at the beginning of the year in alignment with your actions today? How does your team performance align?

Let IN-18 facilitate a professional development experience that improves employee engagement and can increase profit, while deepening client relationships. By using key business analysis techniques, our evaluation process helps CEOs, business owners and organizations find ways to increase revenue and impact.

Push your business in a positive direction, try a team building activity or an offsite retreat with IN-18.



## UPCOMING EVENTS



### On Course Fore Success

If you missed out on our On Course Fore Success session back in May, it is back again for July!

Join IN-18 on **Sunday, July 9** to get the full experience on what to expect on the course, from the game to meeting and networking with potential clients. Drinks and appetizers will be provided! We will meet in Floral Park, NY.

This program is offered on a limited basis. Max 9 participants. Register [here](#)

### A FUN-draiser for Finer Life Golf Foundation



On **Thursday, August 31**, IN-18 will pay homage and honor the 50th anniversary of Hip-Hop with a fundraiser benefitting Finer Life Golf Foundation. Honoring our supporters and celebrating golf in the community. Every level golfer is welcome, this event is for adults only.

[Click here to learn more](#)

The Finer Life Golf Foundation, Incorporated is a 501C(3) nonprofit charitable organization in New York servicing Nassau and Suffolk Counties, Queens, Brooklyn, Staten Island, The Bronx and Manhattan. FLGF works to increase the participation of children in Golf by providing exposure and accessibility. Our summer kids golf program for Harlem starts 7/15, contact us for more info.

If you support how we deliver golf to the community, be a sponsor.

Contact LJ Finney at [LJ@in-18.com](mailto:LJ@in-18.com) for sponsorship opportunities.

## PAST EVENTS

### Paul | Weiss Diversity Event

The Paul | Weiss Diversity Networking Reception at Jazz was an opportunity to connect lawyers, clients, students and alumni from Paul | Weiss at Lincoln Center. Keynote speakers included Ted Wells, Partner, Paul | Weiss and Janai Nelson, President and Director-Counsel of the NAACP Legal Defense Fund. She spoke about the current political and social landscape affecting us all and the importance of taking an active role in the pursuit of justice.



### Small Business Expo 2023

LJ Finney attended the Small Business Expo to meet and connect with other small businesses. The expo aimed to gather Small Business Owners in a one-day networking event. Attendees got the chance to attend business-critical workshops led by Small Business Industry Experts, shop from innovative vendors and grow their network.



IN-18 is always looking to learn more from other businesses and expand our network. We would like to shout out our #GS10kSB Cohort 38 alumni EM Pest control who showcased their services at the expo.



### Portugal 2023

LJ Finney recently had the opportunity to travel and play golf overseas in Portugal, the Algarve, Cascais and Lisbon. Joined by members of the LPGA NYC Chapter, she explored venues, golf courses and conference facilities as a future destination for business clients seeking a premiere executive retreat location.



### Virtual Training Option

If you cannot attend our in person sessions, try our online options. Start with [Finesse Your First Outing](#), register [here](#) and use code IN18GOAL for 50% off.

We make it easy to prepare for an outing (or sound like you know something).

Consider this course as Cliff Notes.

At IN-18 LLC we provide a suite of strategic planning, leadership and business development services. We also use tools like golf for business development and to help clients build authentic relationships. Our consulting services empower medium and large firms to operate more effectively, as a result they perform better.

Let's work together, contact [LJ@IN-18.com](mailto:LJ@IN-18.com).

Please share this newsletter with colleagues and on social media.