



IN-18 is shifting Fourth Sundaze to a small networking night.

**La\$T Fridays** is an opportunity to network and connect with other business owners and entrepreneurs over golf.

Join us for our next gathering **Friday, October 27th at 7:30 - 9:00pm**. We will enjoy a bit of golf, light appetizers and a lot of networking.

Location: New York, NY: Details to be announced

Register [here](https://tinyurl.com/IN18LastFridays)



Spotted at the Annual Citywide Procurement Fair in Brooklyn, #GS10KSB classmates, LJ Finney of [IN-18 LLC](#), Eric Middleton of [EM Pest Control](#), and Tiffany Joy Murchison of [TJM and Company](#)

## Never Settle for Less

If you are a business owner that aspires to reach new heights and increase your revenue, keep investing in yourself and keep learning.

Q4 is a period of self-reflection and creating goals for the new year, it is a good time to think about the changes you want to make in your business for 2024.

Do you want to expand to a new location?

Is your business promoting a new service or product to your customers?

Is it time to try a new approach when asking for referrals?

We have networking events on and outside of the golf course because it is an opportunity for people to connect and know that they belong in the room. It does not matter who you are or where you are from, a dream is achievable when it can be made into a SMART goal. If you are unsure how to move forward in setting your goals or realized it is time to ask for more, IN-18 can help through our coaching sessions.

Dream bigger than you could ever have imagined for the new year. Eliminate negative words or thoughts such as "I do not belong here" or "I do not deserve this" from your vocabulary. Becoming aware of negative self-talk and the voices of others around you is the first step we can take to begin expecting more for our business and ourselves. Join us on the journey!

## The American Society of Mechanical Engineers

### *Powering the Future Panel*



As a business, we attend professional spaces to make connections with others to increase our network and knowledge.

People talk about professionalism and the future of work but seeing it in real life gives you that first hand experience. Being in the room makes you known to others and valuable insights can be gained from other business leaders.

Our multiple experiences on the course has helped others within our network see that golf is not a private event but within our community. IN-18 builds awareness around the possibility that complicated things can be reached. It is a space where professional growth can be achieved as you develop your soft-skills aside from your golf skills.

Thank you to ASME, Amy Peterson and other panelist for sharing your knowledge and insights.

## NFL Alumni Association



As IN-18 discovers new spaces and it was great to visit Brooklyn Greens, who supported the fundraiser for the Finer Life Golf Foundation.

We love to see business development events that leverage golf like the NFL Alumni event at Brooklyn Greens, presented by Tara Martin of TLM Strategic Advisors. Dynamic Brooklyn Assembly Member Latrice Walker was also in attendance.

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).**

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