



## We Did It!

IN-18 LLC is now MBE certified by the National Minority Supplier Diversity Council (NMSDC). Over the past few years, we strived to reach this tipping point!



### You may ask, why get certified?

As Corporations seek to diversify their suppliers and increase spending with underrepresented communities, certification is how participation is measured industry wide. No, it does not mean there is a blank check waiting. It means when given the opportunity to select the most qualified vendor, the certification makes your company a measurable choice. Similar to having an advanced degree, certification is another tool to edge out competition.

Starting the certification process is an opportunity to refine your business document management approach. Locating a variety of documents that you have seen since founding the company is a challenge as a result pursuing the initial certification is the most time consuming. Since each certification requests similar documentation, create a system, store a PDF copy and name it logically, then store it in one folder location. After completing the first certification process, you will notice many of the same documents are requested. Seeking certification becomes easier when you have a process and can easily find the documents.

## 2023 NYNJ Gala & NMSDC Annual Conference



Our fellow #GS10KSB alumni Jessica Johnson-Cope of Johnson Security Bureau and Azra Kermali of Plaques by Azra (shown above), encouraged IN-18 LLC to volunteer at various events to learn more about NMSDC before joining. It was sage advice that allowed an inside view of the organization and interaction with members.

Have you considered volunteering for an organization before joining?

## Giving "Golf" Tuesday on 11/28

On 11/28 from 6:30 - 8pm in NYC, Friends of Finer Life Golf are hosting a special in-person event in support of Finer Life Golf Foundation.

If you are interested in joining, email [LJ@IN-18.com](mailto:LJ@IN-18.com), Limited space is available.

Can't make it? [Click Here To Donate](#)

### Watch a recap video of the 08.31.23 #ForeHipHop50 FLGF Fundraiser

\$9,000 was raised which funds one community program, summer program completion gifts, and partial scholarships to cover the \$95 entry cost for those interested in First Tee.



## Creating your plan for 2024 & 2025?



This month IN-18 traveled to Arizona for an expo to discover ideal destinations for our client's strategic planning retreats, board retreats, and business development.

From Scottsdale to Tucson, all offered captivating golf escapes from winter.



Welcome to desert golf at The Boulders - south course, signature hole #5.

Have you considered hosting a conference out of state, specifically designed for business growth, strategic planning, and client engagement?

**Consider joining us in Arizona, contact [LJ@IN-18.com](mailto:LJ@IN-18.com).**

Please share this newsletter with colleagues and on social media.