

Shifting the Newsletter Timeline

Over the past 5 months, we have been posting a recap of the previous month. Going forward, we will share upcoming events and we will continue to share a recap of activities.

UPCOMING EVENTS

Join us for a relaunch of Any Given Monday

Join LJ on LinkedIn Live, on Monday June 17th, at 10AM. We will launch of Any Given Monday. Initially created as a playbook for entrepreneurs, this iteration takes listeners in a new direction. We are focusing in on the transferrable skills and tools to help you make the move into a new role, industry or take the leap into entrepreneurship.

[Register on LinkedIn](#)



Register today for the Finer Life Golf Foundation, Inc Fun-draiser on Friday, July 26



IN-18 LLC will join as a sponsor at the Finer Life Golf Foundation, Incorporated's annual fundraiser golf outing. Last year, we supported as the event organizer, this year the event will be led by the nonprofit.

Finer Life Golf Foundation, Incorporated is a 501C3 non-profit that delivers after school golf programming and summer programs to introduce the game of golf to underserved children in New York City and Long Island. Every IN-18 LLC client can become a sponsor for demo days in the community and after-school programs. We invite our clients to also join as partner for their CSR employee/community projects.

[*Register Today*](#)

Being Motivated & Manifesting in May

Over the last 31 days, (May is a rather long month) we got to know our ideal clients better. At a recent golf outing, we witnessed the effect of our work in action. Our client, let's call her Katrina, was leveraging golf to access senior leaders at her new company. When we met she wanted to advance to the C-Suite but no one at her company was aware of her goals. Before working with us, she was never invited to any outings, even though she knew how to play golf. Katrina was not part of the conversation about C-Suite succession planning, and while the senior leaders attended golf outings for their program sites, Katrina worked 14-hour days and produced high-quality work. It was work that did not position her as a leader.

How did we help?

We worked with Katrina at the golf course to shift her mindset, to explore social networks, perform strategic social assessments and we coached her on quality conversations. Katrina's goal was to understand the problems that existed for senior leaders and communicate the value and skill she provides, but first we had to get her invited to play golf with leaders for the first time. Ensuring Katrina would be invited back was a separate project.

**We build leaders ON and OFF the golf course.
Good company culture is good for your bottom line.**

[Contact us to learn more](#)



Team-building for Students

This month we hosted a team-building activity for a local school. The goal was to help students explore leadership concepts and self-awareness through golf. Students and leaders began the day with an overview of leadership and defining how our thoughts and actions are connected. The key theme was belief in oneself and belonging. We briefly explored how physics and technology impact the flight of the ball and distance. Each student received a journal for self-reflection and a personalized quote of inspiration and encouragement.

Our DOE Services

Curriculum for Schools

Our exclusive curriculum package, is meticulously designed for educational institutions aiming to integrate the nuanced concepts of Social Capital, Golf, and Business into their teaching frameworks. This comprehensive suite includes: Lesson Plans: Tailored, step-by-step guides to navigate through each module effectively.

What we provide, unlike any other:

Holistic Development: Engagement and Interaction: Professional Development: Future-Ready Skills

[Contact us to learn more](#)



May in Review

In May we connected with leaders at the Bronx Banker's breakfast thanks to Johnson Security Bureau. We attended The Tech Growth Summit and Roadmap to Billions at the Navy Yard in Brooklyn, thanks to WOC Star. We also flew out to Chicago for Interise's 20th annual conference, Solvelt, where we made many connections to business owners that want to grow. The NYWCC Networking Event in Harlem gave us a chance to reconnect with familiar faces but attending the launch of Precision Planning NYC office allowed us to forge new relationships in Finance. At the NYPD procurement opportunity fair, we learned less than 3% of MWBE contracts go to firms with owners like myself. It was an insightful dialogue I hope the data being measured leads to improvements in WeWork Network.

However it was my time at the SisterBiz Profit Lab held at WeWork Harlem, NYC, that forced me to reevaluate who our ideal client is. We finished the month at the NYC DOE's procurement fair for Health and Wellness.

The next time you are at an event, focus on meeting at least one new person.

Attending charity golf outings this Summer?



If you are invited to a golf outing consider a few key facts, are you connected to the cause, are you connected to the organizer, are you looking to meet more golfers. If any of these three reasons are true, do not hesitate, attend the outing. Even if you are uncertain, golf is the type of activity where you can have as good a time as you choose to but you have to PRACTICE. #MindsetMatters

Social Impact x Tech Miami 2025



Join us for an intimate salon-style event in Miami in April 7-9, 2025, bringing together BIPOC individuals and organizations to explore Sustainable Energy.

This pioneering event, in partnership with "Jess Say It," is aimed at fostering unity, collaboration, and empowerment among BIPOC communities in Miami and New York City in building the future of Sustainable Energy. Through engaging panel discussions, interactive workshops, and networking sessions, participants will explore the unique challenges, opportunities, and shared goals that unite BIPOC individuals and organizations across these regions.

[Join the list to learn more.](#)

Feel free to share this newsletter with colleagues and on social media (@in18llc).