



Entrepreneurs, we have nothing to fear

Hello, if you are reading this newsletter, you are part of our community of "IN-siders." What started as LJ's pursuit of inclusion and education using golf, grew into a community of individuals interested in the intersection of business and personal growth, community, AND golf.

As we approach the final weeks of 2024, it might feel like there's still a mountain to climb—but let's keep going! In *The Four Agreements*, Don Miguel Ruiz reminds us to "do your best," acknowledging that our best may look different each day. This is a season to embrace progress over perfection, one step at a time. Let's show up with resilience and celebrate every small win, knowing it all counts. Together, we'll finish the year strong, ready to welcome the new opportunities ahead.



GS10KSB Cohort #38 at the Alumni Sales Strategy Session

It is time to plan your Executive Retreat for Q1-2025

An executive retreat offers numerous benefits for small businesses. It provides a dedicated space for strategic thinking, fostering focus and clarity. By measuring employee engagement, productivity, and team cohesion, businesses can quantify the positive impact of these retreats. Ultimately, executive retreats empower CEOs to lead with renewed vigor, drive the company's success and help all participants navigate change.

Why Use IN-18?

IN-18 is your partner in elevating your business. We specialize in fostering growth and innovation through strategic leadership development and team building.

Our Facilitation Expertise

Our skilled facilitators guide your team through transformative experiences, including:

- **Strategic Planning Retreats:** Aligning visions, setting goals, and creating actionable plans.
- **Leadership Development Workshops:** Enhancing leadership skills, empowering teams, and fostering a positive company culture.
- **Team Building Exercises:** Building trust, improving communication, and boosting morale through golf.
- **Executive and Group Coaching:** Providing personalized guidance and support for executive leaders.

By leveraging our expertise, you can unlock your team's full potential and drive sustainable business success.

[Book A Call](#)

UPCOMING EVENTS



Any Given Monday - 11.18.24

10:00am - 10:30am

Join us for our next episode of Any Given Monday with Jacqueline Capriles, President of Leading Factor. Jacqueline Capriles boasts a distinguished career spanning over 25 years, marked by hands-on expertise in a multifaceted array of disciplines, including IT, business operations, project management, construction management, and training. Her extensive knowledge and experience constitute a valuable asset for business owners seeking to achieve peak performance. With a rich and diverse background, Jacqueline excels in guiding enterprises towards maximizing profitability, minimizing inefficiencies, and optimizing operational processes. As a certified MWBE (Minority and Women-Owned Business Enterprise) with both New York City and New York State, she has demonstrated her commitment to fostering diversity and inclusion in the business landscape.

[Watch On YouTube](#)

Did you know?

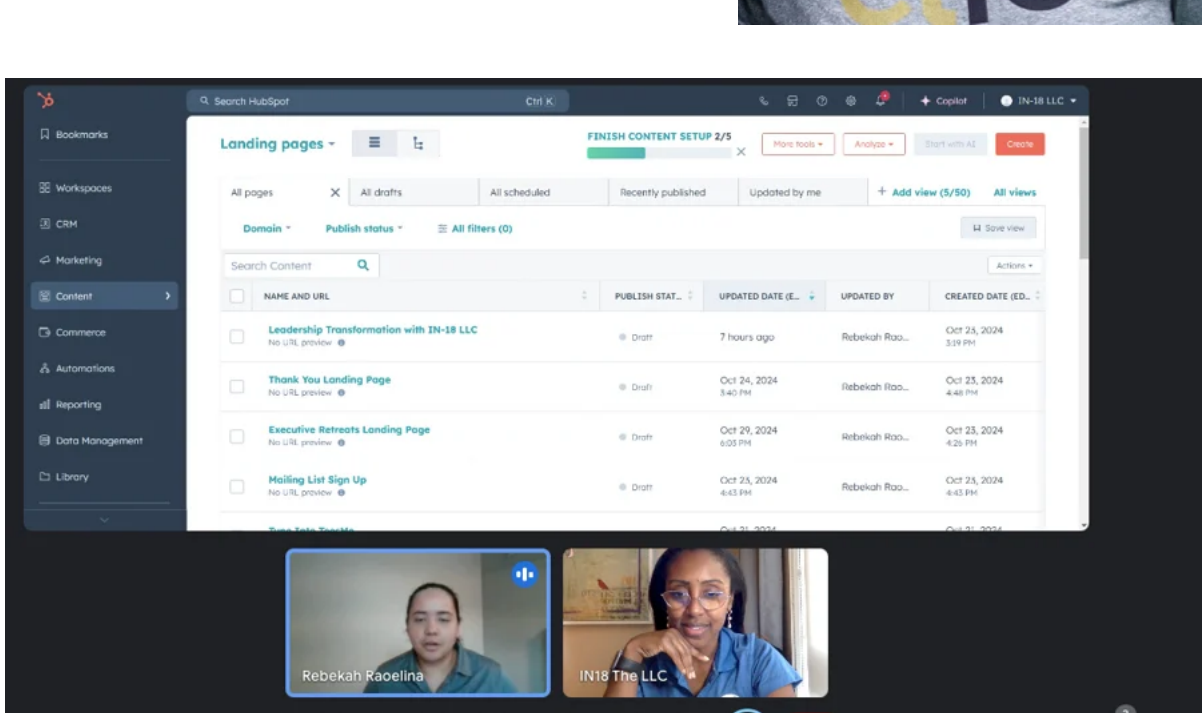
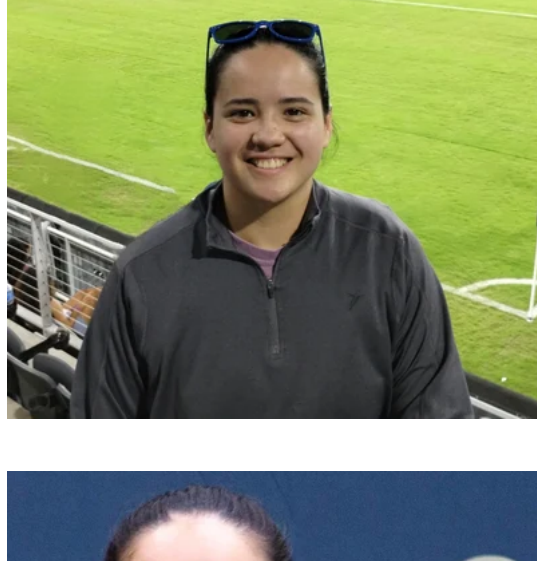
At IN-18 LLC, we support workforce development through experienced based learning. We have hosted intern projects with NYC DYCD Summer Youth Employment Program, Work Learn Grow, SOAR, and NYU Capstone. This Fall, we joined the HubSpot x WGU Marketing AI Micro-Internship program.



LJ recruiting fair at LaGuardia Community College

Meet Rebekah

I'm currently studying Business Administration with a focus on Marketing at Western Governors University. Recently, I had the opportunity to create a comprehensive marketing campaign for IN-18 LLC as part of the HubSpot x WGU Marketing AI Micro-Internship Program. This campaign spanned various channels, including blogs, social media posts, and emails, to engage and grow the brand's audience. After graduating, I look forward to applying my marketing skills in the field of women's sports.



October Recap:

The NMSDC Conference in Review:

The 2024 National Minority Supplier Development Council (NMSDC) Annual Conference in Atlanta was a powerhouse event for fostering diversity and inclusion in business. Attendees connected with leading corporations, exchanged strategies, and learned about innovations in supplier diversity. Reflecting on the event, I am grateful for organizations like Mastercard, whose commitment to small business growth and development supports entrepreneurs like me on our journey. The vibrant energy of Atlanta served as the perfect backdrop for meaningful discussions that will undoubtedly impact communities and supplier diversity procurement practices. Our key takeaway is from Stacey Abrahams, "



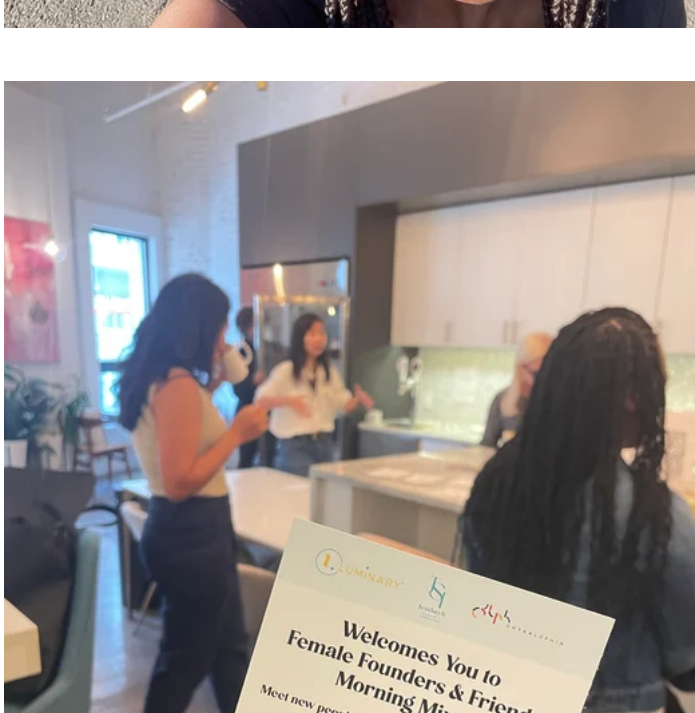
NYSSCPA MSF Golf Outing:

IN-18 LLC was honored to attend the New York State Society of Certified Professional Accountants' (NYSSCPA), Moynihan Scholarship Fund Golf Outing at Patriot Hills Golf Course, an event dedicated to advancing the next generation of accounting professionals. This scholarship fund opens doors for aspiring CPAs from diverse backgrounds, bridging opportunity gaps through education. Supporting education and professional growth aligns with our mission of fostering leadership development in every sector. Together, we're building a stronger, more inclusive professional landscape, one opportunity at a time. [Download our case study.](#)



Our Top 5 Thoughts

1. October is Breast Cancer Awareness Month, but awareness is **EVERY DAY**.
2. **VOTE** on or before Tuesday 11/5/24. Encourage others, every vote matters.
3. Supporting small businesses is a verb. In Q4, you can Buy, Refer, Review, Share.
4. Set a goal to meet business owners to learn from and exchange resources with.
5. Be intentional about how you spend your time for the rest of 2024.



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