As we celebrate our 40th anniversary in 2019, the Alliance Advisory Group, Inc.’s vision to inspire a culture of prosperity in our communities has never been brighter. We are proud to serve the Buffalo Niagara region’s population of young professionals with a high level of courage, dedication, and passion as we strive to empower personal financial responsibility that will impact our community for generations.

James Fashano, President & CEO

To learn more about Alliance Advisory Group, visit allianceadvisorygroup.com
Every year, BN360, the young professional engagement and development program of the Buffalo Niagara Partnership, publishes a comprehensive guide listing professional and leadership development groups in the Buffalo Niagara region.

Whether you choose BN360 or one of the other 50+ professional development groups listed in this year’s guide, being active in a group whose work you are passionate about is a key component to career development and community engagement.

Taking the first steps toward getting involved can be both exciting and intimidating. Here is how this guide can help you:

**Connect.**
Meet new people and expand your network by joining a professional or leadership development group in the region. Don’t just join; get involved by attending meetings or volunteering. One of the best ways to establish yourself within an industry or community is to engage with other professionals. Feeling a little nervous about getting involved? Consider inviting a friend or co-worker.

**Develop.**
Recognize and understand that learning is a life-long process. Refining and advancing your skills will help you achieve your goals. Getting involved with a professional or leadership development group can provide you with expert resources and the structure you need to grow.

**Empower.**
Stepping out of your comfort zone is hard. Feel good about engaging your peers and your community.

The Buffalo Niagara region has a lot to offer when it comes to professional and leadership development opportunities, which is especially beneficial as you look to grow in your career. This guide was created as a resource for you and your peers. Find the group or groups that will work best for you and get involved.

**Rachael Herrmann, Program Manager**
rherrmann@thepartnership.org  •  716.541.1766
<table>
<thead>
<tr>
<th>5 Arts &amp; Culture</th>
<th>11 Giving/Philanthropy</th>
<th>18 Marketing &amp; Advertising</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arts Services Initiative</td>
<td>Association for Fundraising Professionals</td>
<td>American Advertising Federation</td>
</tr>
<tr>
<td>Buffalo Urban League Young Professionals</td>
<td>Emerging Philanthropists of Color</td>
<td>American Institute of Graphic Arts</td>
</tr>
<tr>
<td>Nickel City Jews</td>
<td>Giving Hearts Young Professionals Program</td>
<td>Buffalo Association of Black Journalists</td>
</tr>
<tr>
<td></td>
<td>at Kevin Guest House</td>
<td>Buffalo Niagara Sales &amp; Marketing Executives</td>
</tr>
<tr>
<td></td>
<td>Next Generation United</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Queen City Revival</td>
<td>Public Relations Society of America</td>
</tr>
<tr>
<td></td>
<td>Ronald McDonald House Charities of Western</td>
<td></td>
</tr>
<tr>
<td></td>
<td>New York Young Professionals</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Tomorrow’s Leaders Cystic Fibrosis Foundation</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Young Nonprofit Professionals Network (YNPN)</td>
<td></td>
</tr>
<tr>
<td>6 Development</td>
<td></td>
<td></td>
</tr>
<tr>
<td>American Institute of Architects</td>
<td></td>
<td></td>
</tr>
<tr>
<td>American Planning Association</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Construction Exchange</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Society for the Marketing of Professional Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Urban Land Institute Young Professionals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8 Engineering</td>
<td></td>
<td></td>
</tr>
<tr>
<td>American Society of Civil Engineers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>American Society of Public Engineers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Society of American Military Engineers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Society of Quality Control Engineers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9 Environmental</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Air and Waste Management Association</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buffalo’s Young Preservationists</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10 Financial</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NYS Society of CPAs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Society of Financial Service Professionals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11 Giving/Philanthropy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Association for Fundraising Professionals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Emerging Philanthropists of Color</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Giving Hearts Young Professionals Program at Kevin Guest House</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Next Generation United</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Queen City Revival</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ronald McDonald House Charities of Western New York Young Professionals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tomorrow’s Leaders Cystic Fibrosis Foundation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Young Nonprofit Professionals Network (YNPN)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13 Health/Wellness</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Community Health Worker Network of Buffalo</td>
<td></td>
<td></td>
</tr>
<tr>
<td>D.E.N.T.A.L. Study Group</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Network in Aging of WNY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14 Human Resources</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Association for Talent Development</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buffalo Niagara Human Resources Association</td>
<td></td>
<td></td>
</tr>
<tr>
<td>National Human Resources Association</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15 Information &amp; Technology</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HDI Western &amp; Central NY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>InfoTech WNY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Information Systems Security Association</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16 Insurance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>New York Young Insurance Professionals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Next Generation of Insurance Professionals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17 Law</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bar Association of Erie County</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Minority Bar Association of WNY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18 Marketing &amp; Advertising</td>
<td></td>
<td></td>
</tr>
<tr>
<td>American Advertising Federation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>American Institute of Graphic Arts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buffalo Association of Black Journalists</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buffalo Niagara Sales &amp; Marketing Executives</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public Relations Society of America</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20 Professional Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Association for Supply Chain Management (APICS)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buffalo Niagara 360</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buffalo Niagara Association of Realtors</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hospitality Financial and Technology Professionals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>National Black MBA Association</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Project Management Institute</td>
<td></td>
<td></td>
</tr>
<tr>
<td>WNY Advising</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22 Professional Women</td>
<td></td>
<td></td>
</tr>
<tr>
<td>All In, WNY Women’s Foundation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>American Business Women’s Association</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insurance Women of Buffalo</td>
<td></td>
<td></td>
</tr>
<tr>
<td>National Association of Women Business Owners</td>
<td></td>
<td></td>
</tr>
<tr>
<td>New York State Women, Inc.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24 Canadian Groups</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hamilton HIVE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hamilton YEP</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Next Niagara</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25 Leadership Development Programs</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
ARTS SERVICES INITIATIVE OF WESTERN NEW YORK INC. (ASI WNY)

asiwny.org

SIGNATURE EVENT: Celebrating Those Who Ignite Arts & Culture (May)

ASI WNY is a nonprofit organization whose mission is to promote the cultural sector’s vital role in economic development and the community through capacity building, collaboration, and advocacy in WNY. We provide tools and resources for artists and non-profit arts groups to be successful in their creative businesses. ASI is where the arts meet business.

BUFFALO URBAN LEAGUE - YOUNG PROFESSIONALS (BULYPNY)

bulypny.org

SIGNATURE EVENT: Annual Soirée (June)

BULYPNY is an award-winning, unique entity of the Buffalo Urban League comprised primarily of young professionals who live and work throughout the Buffalo and Western New York region. The organization empowers, develops, and educates young professionals to take leadership roles within the National Urban League, the civil rights movement, and society at-large.

NICKEL CITY JEWS

buffalojewishfederation.org/programs/nickel-city-jews/

Nickel City Jews is a platform for engaging with individuals and weaving networks of adults (21 through early 40s). Through Nickel City Jews, you can attend large events to celebrate Jewish moments, host or attend mini events, which bring small groups together for intimate gatherings, or connect one-on-one to build a personal network. Nickel City Jews helps young adults in Buffalo (and their friends and life partners of other faiths) find ways to grow Jewishly in meaningful and relevant ways.
How to Calm Networking Nerves

Networking can be intimidating. Bring a co-worker or friend along to help you calm the networking nerves while you work to make valuable connections.
How to Follow Up with a New Connection

One of the most important parts of networking is the follow up. Whether you send an email, LinkedIn message, or a hand-written note, there are two things to remember:

1. Be timely
2. Make it personal by including a detail from your meeting or conversation
AMERICAN SOCIETY OF CIVIL ENGINEERS: BUFFALO SECTION (ASCE)

ascebuffalo.org

**SIGNATURE EVENT:**
ASCE/SAME Golf Tournament (August)

ASCE provides essential value to its members, their careers, our partners, and the public through developing leadership, advancing technology, advocating lifelong learning, and promoting the profession. The purpose of ASCE is educational, scientific, literary, and charitable.

AMERICAN SOCIETY OF PUBLIC ENGINEERS: BUFFALO SECTION (ASME)

community.asme.org/buffalo_section/groupleadership.aspx

**SIGNATURE EVENT:**
Empowering Student Career Mentor Roundtable

The American Society of Mechanical Engineers (ASME) is an American professional association that promotes the art, science, and practice of multidisciplinary engineering and allied sciences around the globe via continuing education, training and professional development, codes and standards, research, conferences and publications, government relations, and other forms of outreach. The ASME Buffalo Section is the local Chapter covering the area in and around Western New York.

SOCIETY OF AMERICAN MILITARY ENGINEERS: BUFFALO POST (SAME)

same.org/Buffalo

**SIGNATURE EVENT:**
Buffalo Post Industry Day (June)

Founded in 1920, the Society of American Military Engineers leads collaborative efforts to identify and resolve national security infrastructure-related challenges. With a National Office in Alexandria, Va., and more than 100 local Posts and Field Chapters around the world, the Society unites public- and private-sector individuals and organizations from across the architecture, engineering, construction, environmental and facility management, cyber security, and contracting and acquisition disciplines in support of America’s national security. Each year, the Buffalo Post hosts several membership lunches, networking happy hours, STEM outreach events, in addition to an annual Industry Day.

THE SOCIETY OF QUALITY CONTROL ENGINEERS OF BUFFALO (ASQ)

asqbuffalo.org/about_mission.html

A group for quality control professionals, the Society of Quality Control Engineers of Buffalo is the Buffalo section of the national American Society for Quality. The group provides courses and seminars to help members to obtain ASQ certification.
Focus on What You Can Offer

Networking is about forming and growing relationships; it is not a one-way street. Focus on what you have to offer, not what you need.

How to Write a Blog Post

Blogs are a great way to establish yourself as a thought leader, to provide valuable content for your network, and to engage. Before you write a blog, know your audience and do your research. Be sure to include pictures or a video.

AIR & WASTE MANAGEMENT ASSOCIATION, NIAGARA FRONTIER SECTION (AMWA)

awmanfs.wildapricot.org/

SIGNATURE EVENT: Envirun 5K (April)

The Niagara Frontier Section of the Air and Waste Management Association is a non-profit organization for people involved in the environmental profession consisting of individual and corporate members from the Western New York area. Members come from local universities, governments, the NYS Department of Conservation, local industries, environmental engineering and consulting firms, legal firms, and analytical testing firms.

BUFFALO YOUNG PRESERVATIONISTS (BYP)

facebook.com/pg/buffalosyoungpreservationists
buffalosyoungpres.wordpress.com/

SIGNATURE EVENT: Heart Bob (February)

Buffalo’s Young Preservationists is an inclusive group of individuals from a wide cross section of disciplines that advocate for the preservation and reuse of historic and architecturally and culturally significant buildings, structures, monuments, sites, spaces, and places. BYP welcomes everyone to join in celebrating our region’s built history through preservation-related events while forming innovating new partnerships.

#3

‘HOW TO’ TIPS

How to Write a Blog Post

Blogs are a great way to establish yourself as a thought leader, to provide valuable content for your network, and to engage. Before you write a blog, know your audience and do your research. Be sure to include pictures or a video.
How to Manage Your Time Wisely

It can be easy to fall into time-wasting traps. Start each day with a clear “to-do” list and keep a paper or digital version. Assess “value-added” activities; if an activity doesn’t add value, consider eliminating it.
It's OK to Interrupt

Networking events can be an intimidating scene of people in the middle of conversations. Don’t be afraid to politely interrupt and introduce yourself. You are there to make new connections, as is everyone else - interruptions are expected.

ASSOCIATION OF FUNDRAISING PROFESSIONALS: WESTERN NEW YORK CHAPTER (AFP)

afpwny.afpnet.org

SIGNATURE EVENT:
National Philanthropy Day (November)

AFP WNY is an organization of individuals and organizations empowered to practice ethical fundraising through professional education, networking, research, and advocacy. Our vision is to stimulate a world of generosity and positive social good through fundraising best practices.

GIVING HEARTS YOUNG PROFESSIONALS PROGRAM AT KEVIN GUEST HOUSE

kevinguesthouse.com/give/givinghearts/

SIGNATURE EVENT: Bites & Brews (March)

Giving Hearts is engaging young, entrepreneurial, and philanthropic individuals who are on the rise in the Buffalo Niagara community to ensure that every patient and family member traveling to Buffalo for medical care will be welcomed at Kevin Guest House, regardless of their ability to pay for their stay.

EMERGING PHILANTHROPISTS OF COLOR (COMMUNITY FOUNDATION FOR GREATER BUFFALO)

cfgb.org/community-change/initiatives/cgli/

SIGNATURE EVENT: Pay It Forward Awards (November)

The Emerging Philanthropists of Color initiative is a unique giving circle of the Communities of Giving Legacy Initiative. It offers access to people, places, and experiences for entrepreneurial individuals of color who are enthusiastic about collective giving. Members are both mentors and protégés and work closely with civic leaders and youths.

NEXT GENERATION UNITED (UNITED WAY OF BUFFALO & ERIE COUNTY) (NGU)

uwbec.org/next-generation

SIGNATURE EVENT: Pitch 10 (September/October)

Next Generation United (NGU), a Giving Community of United Way of Buffalo & Erie County, engages the next generation of philanthropic leaders, harvesting their knowledge, skills, and creative energy to elevate our community. Through Pitch 10, mixers, and curated experiential events, Next Generation United empowers future generations to find innovative ways to improve our community.
QUEEN CITY REVIVAL
queencityrevivalyp.org

SIGNATURE EVENT: Bring a Buddy Networking Event (September)

QCR is a group of dedicated young professionals that consistently strive to help the local community through volunteer partnerships and supporting local businesses. Through energetic volunteerism, interactive networking events and lively social events, members create new relationships and bond with other young professionals in the Buffalo Niagara region. Join QCR in helping Buffalo maintain its reputation as The City of Good Neighbors.

RONALD MCDONALD HOUSE CHARITIES OF WESTERN NEW YORK YOUNG PROFESSIONALS
rmhcwny.org

SIGNATURE EVENT: Annual Meat Raffle (October)

RMHC of WNY’s Young Professionals is a group of philanthropic individuals with a collective goal of supporting the mission and initiatives of the RMHC of WNY by organizing awareness-building and fundraising events. Members support the children and families of the Ronald McDonald House while creating a networking and social environment that offers the opportunity to develop philanthropic leadership skills. The group engages, empowers, and inspires young professionals to participate in philanthropic and leadership endeavors with the goal of energizing a new generation of volunteers for RMHC of WNY.

TOMORROW’S LEADERS (CYSTIC FIBROSIS FOUNDATION)
cff.org/Get-Involved/Participate/Tomorrows-Leaders/

SIGNATURE EVENT: Great Strides (May)

Tomorrow’s Leaders is the Cystic Fibrosis Foundation’s (CFF) young professional initiative. Members are those between the ages of 21 and 40 who believe in the CFF’s mission and have a desire to grow personally and professionally. This opportunity will allow you to help increase the quality of life for people with cystic fibrosis and be part of finding a cure.

YOUNG NONPROFIT PROFESSIONALS NETWORK (YNPN GREATER BFLO)
ynpngreaterbflo.org

SIGNATURE EVENT: YNPN Summit (March)

YNPN Greater Bflo is a group of nonprofit professionals who see the value in being intentional about their professional development and in building a peer support network to help them be more effective change-makers in their community. Alongside these emerging leaders, YNPN Greater Bflo is building a diverse and powerful social sector that can support and strengthen the region.
How to Join a Board

Serving on a board is a great way to give back to your community. Start by getting involved with an organization you are passionate about. Get to know the group, share your time and talents, then make your desire to help and serve the organization known to leadership.

COMMUNITY HEALTH WORKER NETWORK OF BUFFALO (CHW)

chwbuffalo.org/

SIGNATURE EVENT: Peace, Love, Power Conference

CHW Buffalo’s mission is to provide opportunities for the residents of vulnerable neighborhoods to realize their full potential for health and wellbeing. Members achieve this goal through empowerment and asset-building strategies for individuals and communities that are developed and delivered by a diverse collaboration of community health workers, community members, advocates, and other stakeholder groups.

D.E.N.T.A.L. STUDY GROUP/ BUFFALO CHAPTER AMERICAN ASSOCIATION OF DENTAL OFFICE MANAGEMENT
dentalmanagers.com/dental-office-manager-association-chapters/chapter-directory/buffalo-ny-chapter/

This is a group of dental professionals who meet to learn, network, and exchange experience, knowledge, challenges, support, and encouragement. Members meet six times per year. Three of those meetings are dedicated to intimate manager-to-manager meetings to help members grow as leaders and problem solve. During the remaining three meetings per year, members hear from local and national speakers on topics such as marketing, hiring and onboarding, risk management, and more.

NETWORK IN AGING OF WNY, INC.

networkinaging.org/

SIGNATURE EVENT: Annual Meeting (November)

The network in Aging of Western New York is a non-profit, voluntary corporation, which brings together individuals and organizations involved in aging and long-term care. Our diverse membership includes educators, health and social services professionals, community leaders, government agencies and area businesses. Our mission is “to help our members by providing opportunities for resource exchange, professional development and interdisciplinary collaboration through networking events, educational programs, strategic partnerships and promoting public awareness of the organization and its mission.”
How to Ask for a Leadership Role

Are you ready to take on more responsibility, but unsure how to ask for it? Preparation is key. Before you meet with your boss or supervisor, review your current position and responsibilities. Be honest with the job you've done and the skills you've developed. Be prepared to discuss, in a clear and concise way, the role you want and why you think you deserve it.
HDI WESTERN & CENTRAL NY
hdiwcny.org

SIGNATURE EVENT:
Leadership Conference (October)

HDI of Western and Central NY focuses on creating connections with people through events, services, and resources. The network of local chapters is a convenient and dynamic way to collaborate with like-minded professionals in the IT service management and technical support communities.

INFORMATION SYSTEMS SECURITY ASSOCIATION, BUFFALO NIAGARA (ISSA)
bnissa.org/index.html

Buffalo Niagara ISSA’s primary purpose is to promote information security education and collaboration within the Buffalo Niagara region. Sharing cybersecurity knowledge is crucial in protecting cities, communities and businesses. Buffalo Niagara ISSA facilitates the education and knowledge-sharing the region needs to build cybersecurity skills, spread knowledge, and collectively defend against cyberattacks.

INFOTECH WNY
infotechwny.com

SIGNATURE EVENT:
BETAS- Buffalo Emerging Technology Awards Showcase (May)

Infotech WNY’s mission is to serve as the region’s professional organization promoting technology through networking, education, recognition, and career enrichment. The group promotes and conducts technology-related networking and educational events and collaborates with regional educational institutions to provide and create learning opportunities. In addition, InfoTech WNY recognizes noteworthy technology professionals and organizations.

How to Overcome the Fear of Public Speaking

The key for many people is practice. Plan and organize your speech ahead of time, then practice in front of friends and family before the big day.
How to Give a Personal Elevator Pitch

Start by introducing yourself. Don’t forget to make eye contact and smile. Then, answer these 3 questions: What do you do? Why do you do it? What are you looking for? Be clear, be sincere, and reciprocate.
How to Advance Your Skills

Join a professional or leadership development group, take an online or in-person class, or consider pursuing a graduate certificate or advanced degree.
AMERICAN ADVERTISING FEDERATION: BUFFALO (AAF)

AAF Buffalo is the local chapter of the American Advertising Federation, the nation’s oldest and most recognized organization in the advertising industry. With approximately 300 members who work in a variety of positions in the marketing communications field, AAF Buffalo provides national industry involvement with a local focus.

BUFFALO ASSOCIATION OF BLACK JOURNALISTS (BABJ)

The Buffalo Association of Black Journalists is dedicated to getting expanded and more balanced media coverage of minorities and increasing minority representation at both the staff and management levels in Western New York newsrooms. In pursuit of its mission, the BABJ hosts workshops to help minority organizations better utilize the media, hosts forums to hold media organizations accountable, and sponsors workshops to help media professionals hone and expand their skills.

AMERICAN INSTITUTE OF GRAPHIC ARTS UPSTATE NEW YORK (AIGA)

AIGA Upstate New York provides education, networking, and support to students and professionals and advocates for the ethical practice of communication design. As the largest community of design advocates, members work together with the international organization to advance designing as a professional craft, strategic tool, and vital cultural force.
BUFFALO NIAGARA SALES & MARKETING EXECUTIVES (BNSME)

bsme.org

**Signature Event:** Executive of the Year & Elite Sales & Marketing Awards (March)

BNSME has been serving WNY since 1942. Membership includes sales and marketing professionals, managers, vice presidents, and company owners all interested in developing relationships through peer networking and gaining valuable professional development from our monthly dinner meetings and seminars.

PUBLIC RELATIONS SOCIETY OF AMERICA: BUFFALO NIAGARA CHAPTER (PRSA)

prsabuffaloniagara.org

**Signature Event:** Excalibur Awards (June)

AAF Buffalo is the local chapter of the American Advertising Federation, the nation’s oldest and most recognized organization in the advertising industry. With approximately 300 members who work in a variety of positions in the marketing communications field, AAF Buffalo provides national industry involvement with a local focus.
**ASSOCIATION FOR SUPPLY CHAIN MANAGEMENT (APICS)**

apics.org

**SIGNATURE EVENT:**
Top Management Night (May)

APICS is the industry leader in Supply Chain certification, training and networking.

For over 60 years, APICS has provided world-class supply chain training and certification to foster supply chain talent and improved end-to-end performance. Under the umbrella of the Association for Supply Chain Management (ASCM), APICS sets the industry standard for supply chain education through outstanding training, certification and community programs. This includes the APICS Certified in Production and Inventory Management (CPIM); APICS Certified Supply Chain Professional (CSCP); and APICS Certified in Logistics, Transportation and Distribution (CLTD) certifications.

**BUFFALO NIAGARA ASSOCIATION OF REALTORS (BNAR)**

bnar.org

**SIGNATURE EVENT:**
Agent’s Day & Trade Show (September/October)

BNAR is one of more than 1,300 local boards and associations of realtors nationwide that comprise the 1.2 million-member National Association of Realtors. Locally, BNAR is the “voice for real estate” in the WNY region with a mission to assist members in becoming successful, profitable, and knowledgeable, and to promote professionalism and real property rights.

**BUFFALO NIAGARA 360 (BN360)**

thepartnership.org/bn360

**SIGNATURE EVENT:** Annual Kickoff (January)

BN360 is Buffalo Niagara’s premier young professional development and engagement program, offering more than 18 events annually focused on connecting, developing, and empowering. A program of the Buffalo Niagra Partnership, BN360 creates an inclusive and collaborative network of resources where talented individuals can achieve their goals for professional growth and success.

**HOSPITALITY FINANCIAL AND TECHNOLOGY PROFESSIONALS BUFFALO-NIAGARA CHAPTER (HFTP)**

hftp.org/Buffalo-Niagara

**SIGNATURE EVENT:**
Jingle & Mingle Holiday Party (December)

HFTP is the professional nonprofit association for finance and technology professionals working in hospitality. The association provides the tools and resources to assist people in their professional advancement via a global network, certification programs, information resource platforms, webinars, and conferences. Our Buffalo-Niagara HFTP Chapter is dedicated to enriching the hospitality industry in the WNY region.
How to Find a Mentor

First, clearly identify and understand your own needs and the time you are willing and able to commit to the relationship. Identify someone who you admire and feel could help your development. Formally ask that person to mentor you or informally learn from them in-person and on social media.
How to Network with the C-Suite

The thought of networking with CEOs, vice presidents, presidents, and owners can be overwhelming. Here are 3 tips to networking with the C-Suite:

• Reintroduce yourself
• Listen first, then talk
• Be confident, clear, and concise
How to Launch Your Personal Brand

Presented by Alliance Advisory Group

Your personal brand is the sum total of what you do, how you do it, and why. It all begins with authenticity, the cornerstone of personal branding. Authenticity opens the door for your audience to trust you, to engage with you, and to tell their friends about you.
CANADIAN GROUPS

HAMiLTON CHAMBER OF COMMERCE - YEP

hamiltonchamber.ca/?s=yep

SIGNATURE EVENT:
Annual Fundraiser- “Bowling for Turkeys” (October)

YEP is a division of the Hamilton Chamber of Commerce and includes employees of Chamber members who are under the age of 40. YEP supports young professionals who work in Hamilton, Ontario, with monthly events. Members are willing to help others not only build upon their philanthropic goals but live happier, more satisfying lives. YEP events and meetings are held in various locations around Hamilton to engage members in the local community and economy. These events provide professionals an opportunity to learn new skills, build toolkits, and network with like-minded individuals.

HAMILTON HIVE

hamiltonhive.ca/

SIGNATURE EVENT:
YP Conference (January)

The HIVE is a nonprofit that serves as Hamilton’s go-to resource and network for emerging leaders and young professionals. The HIVE strives to create a hub that provides resources and support for our members and our member groups.

NEXT NIAGARA: GREATER NIAGARA CHAMBER OF COMMERCE

ynpontario.com/article/nextniagara-167.asp

SIGNATURE EVENT: Priceless Niagara | Bid with Your Time, Not Your Dime (date TBD)

NEXT Niagara is the voice of the emerging generation in Niagara, Ontario, with a mission to represent, support and cultivate leadership opportunities through engagement and advocacy. As an initiative led by a Council of emerging generation leaders from across the region, NEXT Niagara is committed to fostering greater youth retention and seeing Niagara grow as a vibrant and prosperous community where the next generation can live, work, and stay.
LEADERSHIP DEVELOPMENT PROGRAMS

CANISIUS COLLEGE CENTER FOR PROFESSIONAL DEVELOPMENT

canisiuscpd.com
For over 30 years, CPD has been dedicated to the training and development of the WNY business community. Offering a wide range of services like structured courses, consulting offerings, and test prep, the team is committed to transformational learning.

EMERGING BUSINESS LEADERS

emergingbusinessleaders.org
EBL is a group created for WNY’s young professionals, focused on developing the next generation of leaders. Together, we work to showcase Buffalo as a place for growth and prosperity.

HARVARD BUSINESS SCHOOL CLUB OF BUFFALO

hbsbuffalo.com
The HBS Club offers four annual management development programs in the business and nonprofit fields. Over 2,000 people have used these inexpensive and local case discussion programs to broaden their experience and further their careers. Revenues from the programs have funded over 100 Executive Education Scholarships to Harvard Business School and $400,000 of donations to local nonprofits.

LEADER EXCHANGE

thepartnership.org/leaderexchange
The Buffalo Niagara Partnership’s Leader Exchange Program is a unique peer-to-peer, leadership development program intended for young professionals. Designed for professionals with at least seven years of experience and one direct report. The program focuses on specific goals, objectives and challenges of today’s developing leaders.

LEADERSHIP BUFFALO

leadershipbuffalo.org
Through collaborations, community awareness, and civic engagement, Leadership Buffalo unites leaders to take action. Our five programs are educating individuals and providing resources to make a difference. Participants explore the challenges, concepts, complexity and practice of leadership around important issues through a series of day sessions.

LEADERSHIP NIAGARA

leadershipniagara.com
Leadership Niagara is disrupting the business as usual approach to community leadership with an innovative and nationally recognized leadership development program. We created a successful model which brings together leadership and industry experts, intellectual capital, and powerful mentors to help individuals begin to think differently, make connections, and find deeper motivations to become better leaders.

UB SCHOOL OF MANAGEMENT KEY PERSONS LEADERSHIP DEVELOPMENT PROGRAM

mgt.buffalo.edu/entrepreneurship/center-for-entrepreneurial-leadership-cel/key-persons-development-program.html
The University at Buffalo School of Management’s Center for Leadership and Organizational Effectiveness (CLOE) strives to create more effective leaders and organizations. Participants are coached as individuals striving to reach enterprise goals while keeping their unique strengths. This nine-week program offers more than 40 classroom hours to build the leadership skills of your management team.
Get Involved with BN360

BN360 is the young professional engagement and development program of the Buffalo Niagara Partnership.

Join a community of young professionals, feel good about advancing your skills to take on new responsibilities, and make an impact in our region.

Individual Members enjoy:

- Exclusive, free access 18+ events annually
- Opportunities for personal and professional growth and development
- The ability to build your circle of influence and make key connections

Leader Exchange is for developing leaders who:

- Have at least 7 years of business, industry, or professional experience
- Manage at least one person
- Are committed to their professional development and want to grow

Learn about yourself and how to be a leader with monthly, professionally facilitated meetings. Confidentially connect with group members as you grow and develop the skills you need to achieve your goals and objectives.
The following BN360 Corporate Members* have committed to providing their young professionals opportunities to connect, develop, and feel empowered. If you work for one of the companies listed, you have FREE access to a BN360 membership.

Alliance Advisory Group, Inc.  Delaware North Companies  Mower
Alpine Design  Dopkins & Company, LLP  National Grid
Arcadis  D’Youville College  Niagara University
Athenex  Elderwood  Oath, A Verizon Company
Bank of America  Evergreen Health  Pegula Sports & Entertainment, LLC.
Bank On Buffalo  FIFCO USA  Phillips Lytle LLP
Barclay Damon, LLP  Freed Maxick CPAs, P.C.  Remedy Intelligent Staffing
BlueCross BlueShield of Western New York  Harris Beach PLLC  Rodriguez Construction Group, Inc.
Bond, Schoeneck & King PLLC  Harter Secrest & Emery LLP  Safetec of America
Brady Corp.  Hurwitz & Fine, P.C.  Say Yes Buffalo
Buffalo Filter  Independent Health  Sealing Devices Inc.
Buffalo Niagara Partnership  Ingram Micro, Inc.  Sodexo
Buffalo Rising, Inc.  Key Resource Group  Spectrum Health & Human Services
Canisius College  KeyBank  Strategic Financial Solutions
Cannon Design  Lamar Outdoor Advertising  StrausssGroup
Citi  Lumsden & McCormick, LLP  Trocaire College
Citizens Bank, N.A.  M&T Bank  Uniland Development Company
Cobey, Inc.  Medaille College  Wells Fargo
Crowley Webb and Associates  Merchants Insurance Group  Wendel

* Membership list current as of April 2019

To access your free membership or to become a member, please contact:

Rachael Herrmann, Program Manager | rherrmann@thepartnership.org | (716) 541-1766