

## The Business Connections Networks

The Central Maryland Chamber's Business Connections Networks (BCN) are premier networking leads groups focused on connecting business professionals throughout Central Maryland.

<p><b>Business Connections Network 1</b> 1<sup>st</sup> Wednesday of Each Month 8:00am – 9:30am in <u>Millersville</u> <i>Led by Tim Carey, Chesapeake Telephone</i> 443-577-2208 or <a href="mailto:tcarey@ctsmd.us">tcarey@ctsmd.us</a></p>
<p><b>Business Connections Network 2</b> 3<sup>rd</sup> Tuesday of Each Month 8:30am-9:30am in <u>Linthicum</u> <i>Led by Alex McKeague, Sunrise Solutions</i> 410-216-3227 or <a href="mailto:amckeague@getsomesun.net">amckeague@getsomesun.net</a></p>
<p><b>Business Connections Network 3</b> 1<sup>st</sup> Tuesday of Each Month 9:00am – 10:30am in <u>Odenton</u> <i>Led by Pete Albert, Pete Albert Photography</i> 443-694-9852 or <a href="mailto:petealbert@icloud.com">petealbert@icloud.com</a></p>
<p><b>Business Connections Network 4</b> 4<sup>th</sup> Thursday of Each Month 9:30am-11:00am in <u>Clarksville</u> <i>Led by Amy Lazas, Law Offices of Kirk Halpin &amp; Associates</i> 410-531-1700 and <a href="mailto:amy@halpinlawfirm.com">amy@halpinlawfirm.com</a> and <i>Chris Riismandel, Epoch Inc</i> 410-465-3955 or <a href="mailto:chris@theepochteam.com">chris@theepochteam.com</a></p>

CMC offers an open format that invites each group member to contribute to the conversation. In addition, members are encouraged to meet with each other outside of the monthly meetings for coffee. These one-on-one or small group meetings are instrumental to developing meaningful business relationships that can lead to warm referrals, synergistic marketing, creative support and engaging power partners.

While members are encouraged to support each other and give leads/referrals, there is no pressure to give leads for the sake of meeting a quota. Emphasis is on giving quality leads that produce results. In addition, we have technology, sales and marketing discussions, as well as educational topics planned and presented by group participants.

There is an exclusivity rule of one member per business category, which eliminates unfair competition among members of the group, and allows each member to openly represent their business. Participation in a group is a free benefit of membership for Central Maryland Chamber members.