



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

## INTELLIGENT OFFICE NETWORKING NEWSLETTER

# WHERE CAN I GO TO GET MY BUSINESS CONNECTED?



### **Intelligent Office**

*Your Staff. Your Office. Your Success.*

755 W. Big Beaver Road

Suite 2020

Troy, MI 48084

Phone: (248) 519-2300

Website: <https://www.intelligentoffice.com/michigan/troy/>

**April 15, 2019**

# TABLE OF CONTENTS

## Networking Events:

What is Intelligent Office?	03
Monday	04 — 05
Tuesday	06 — 11
Wednesday	12 — 18
Thursday	19 — 24
Friday	25 — 26

## Ongoing BNI and LBN Schedule

BNI Meeting Schedule	27 — 42
LBN Meeting Schedule	43 — 51

## Articles:

Intelligent Office Ribbon Cutting	52
Purpose Summit 2019	53
New to Networking	54
Improving Your Sales Pitch	55 — 56
Alexa for Small Businesses: What You Need to Know	57 — 59
9 Creative Virtual Office Uses	60 — 62
Outsourced Vs. Local Reception Services: A Comparison	63 — 65
Did You Know...	66

**\*\*\* Always Check with the Contact Listed to Ensure Networking Event Details have Not Changed!**

# WHAT IS INTELLIGENT OFFICE?

Having trouble managing your business from home? Struggling to find the perfect office? Need help answering your phone or setting/confirming appointments? Struggle no more! What you are looking for is just a call away.

As a physical and virtual office with expanded administrative and custom services, we help satisfy your needs to conduct business professionally. Many small businesses are in need of more than just office space, conference rooms or meeting space, address and mail service, and simple phone answering service. Intelligent Office provides these services and so much more. From scheduling to confirmation calls, intake forms and more, we offer almost anything you need to help support your business.

**Your Staff... Your Office... Your Success, *The Intelligent Office.***

That is our vision, and there is nothing more we want then to see your business grow and succeed.

For more information visit: <https://www.intelligentoffice.com/michigan/troy/> or call (248) 519-2300.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**Www.IntelligentOffice.com/Michigan/Troy**

# Monday, April 15, 2019

12:00pm—2:00pm

Contact for location

## Christian Business Networking Group

Join the Christian Business Networking Group and get referrals. They are here to help each others business grow. For more information: <https://www.meetup.com/Powerful-Influential-Networkers-in-the-Kingdom/events/calendar/>

Contact for pricing and location

5:00pm - 7:00pm

Buhl Bar  
535 Griswold St.  
Detroit, MI

## Detroit Meets Happy Hour

Detroit Meets is a place where technology meetup organizers can collaborate and connect with each other. Come get a drink and chat with fellow business people. For more information, visit <https://www.meetup.com/Detroit-Meets/events/mwszvqyzgbtb/>

Contact for pricing

5:00pm - 7:30pm

The Inn at St. John's  
44045 Five Mile Road  
Plymouth, MI

## Showcase & Taste of Plymouth

Come enjoy the best the Plymouth Community has to offer! There will be 18 local restaurants and 77 business exhibitors to chat with and learn more about. For more information, call 734-453-1540

\$12 per person.

5:30pm - 7:00pm

Michigan Med Spa  
6079 W. Maple Rd. Ste. 100B  
W. Bloomfield, MI

## Women's Inspiration Network

The West Bloomfield Chamber invites you to this Women's Inspiration Network event. Visit the great vendors and network with fellow business women. For more information, call 248-626-3636

Contact for pricing

# Monday, April 15, 2019

7:00pm - 8:30pm

WaterMark Bar and Grille  
24420 Jefferson Ave.  
St. Clair Shores, MI

## Eastside Business Referral Networking

This group is open to all professionals looking to grow their businesses and build relationships! This is a positive, supportive business environment that enables these connections to grow. For more information, email [justinaalex@realestateone.com](mailto:justinaalex@realestateone.com).

Free to attend

7:00pm - 9:00pm

Vectorform LLC  
123 5th Ave  
Royal Oak, MI

## IT Professionals Networking Event

This meetup is open to all IT professionals! This is a great chance to meet a job seeker, recruiter, or other business owner who is looking to network and make connections. For more information, visit <https://www.meetup.com/MichiganTech-Meetup/events/259932158/>

Contact for pricing

7:00pm

Barnes & Noble  
2800 S. Rochester Rd  
Rochester, MI

## Mastermind Mindset 101

Join likeminded professionals looking to meet weekly. Attendees seek accountability, self-development, and building relationships. Events include: book discussions, creating vision boards, networking, sharing ideas, and more. For more information: <https://www.meetup.com/Tri-County-Professional-Networking/events/calendar/>

Contact for pricing.

## Tuesday, April 16, 2019

07:30am - 09:00am

Joe Jo's Restaurant  
16611 21 Mile Rd  
Macomb Twp, MI 48044

### **SNG of Macomb Breakfast**

This group meets the 1st and 3rd Tuesday every month. Want to join a meeting? Contact: 586-883-2830 or visit:

[www.sunrisenetworkinggroup.com/attend-a-meeting/](http://www.sunrisenetworkinggroup.com/attend-a-meeting/)

Contact for pricing

07:30am — 09:00am

Archie's Restaurant  
30471 Plymouth Rd.  
Livonia, MI

### **SNG of Livonia Breakfast**

This group meets the 2nd and 4th Tuesday every month. Want to join a meeting? Contact: 734-673-8658 or visit:

[www.sunrisenetworkinggroup.com/attend-a-meeting/](http://www.sunrisenetworkinggroup.com/attend-a-meeting/)

Contact for pricing

07:30am - 09:00am

Senate Coney Island  
34395 Plymouth  
Livonia, MI

### **Wake Up with Livonia Chamber**

The Livonia and Westland Chambers are joining together for this morning networking event! Enjoy a hot breakfast while making new connections. For more information, call 734-427-2122

\$10 per member, \$15 per guest.

08:00am - 09:30am

Robert W. Baird Private  
Wealth  
300 Park St #240  
Birmingham, MI

### **Trail Blazers (Action Group I)**

This group is for members of the Birmingham Bloomfield Chamber and meets the 1st and 3rd Tuesday every month. For more information, contact Pam Sarkisian at (248) 854-6774 or [www.BBCC.com](http://www.BBCC.com)

Free for Birmingham Chamber Members / Category Exclusive



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

# Tuesday, April 16, 2019

08:00am—09:30am

WCCCD Downriver Campus,  
Educational & Performing Arts  
21000 Northline Rd  
Taylor, MI

## Tuesday Connection Group

The Southern Wayne County Chamber presents the Connections Group which meets the 1st and 3rd Tuesday every month and is industry exclusive. Guests may attend one meeting before joining. Contact SWCRC: (734) 284-6000.

Free to attend. Must be Member.

08:00am - 09:30am

Westlake Health Campus  
10735 Bogie Lake Road  
Commerce, MI 48382

## Lakes Area LABAT Connectors

The Lakes Area Chamber presents "hard networking & qualified referral sharing" groups for their members. These groups are category exclusive. This LABAT group meets bi-weekly on Tuesdays. For more information: (248) 363-9400.

Contact for pricing.

08:30am - 3:30pm

VisTaTech Center  
18600 Haggerty Road  
Livonia, MI

## FemPreneur Summit

The FemPreneur Summit, part of Money Smart Week, brings together female entrepreneurs to support, mentor, collaborate, and learn. The day is filled with networking, connecting to valuable business resources, and top-notch learning from our panels. For more information and to register, visit <http://bit.ly/2WHqatS>

\$15 per person. Must register.

10:00am - 11:30am

Lakes Area Chamber  
305 N. Pontiac Trail Ste. A  
Walled Lake, MI

## Education Event - Hempworx

Join the Lakes Area Chamber at this education event. Network with fellow Chamber members while learning more about a Chamber business! For more information, call 248-624-2826

Free to attend

## Tuesday, April 16, 2019

11:30am—1:00pm

Mr. Miguel's Mexican Grille &  
Cantina  
26837 Ryan Rd  
Warren, MI

### Warren Business Association—Networking Lunch

What better way to spend your lunch break than by networking with other local business professionals? Join us for our lunch meeting and meet new people and strengthen existing relationships. For more information: (586) 350-8991.

Free to attend. Pay for own lunch.

11:45am - 1:00pm

Level One Bank  
37100 Woodward Ave  
Bloomfield Hills, MI

### Success Habits for Entrepreneurs

This event held by Focus on Business will discuss 10 amazing habits you can adopt to grow your business! Bring a smile and business cards. For more information, visit <https://www.meetup.com/Focus-on-Business-Meetup/events/>.

Contact for pricing

12:00pm - 1:00pm

Culver's  
700 W. 12 Mile Road  
Madison Heights, MI

### Drop-In Lunch

Drop in for lunch with the Madison Heights Chamber! Network and make new connections while enjoying good food. For more information, call 248-542-5010

Contact for pricing

12:00pm - 1:00pm

PatchWork Collective  
22007 Woodward Ave.  
Ferndale, MI

### Metro Detroit Freelancers Network

Come meet with freelancers and entrepreneurs from across Metro Detroit! Connect with other professionals and build up your business. For more information, visit <https://www.meetup.com/Patchwork-Collective/events/260318341/>

Free to attend



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)



## Tuesday, April 16, 2019

12:15pm - 1:30pm

Sanctuary at Bellbrook  
Call for Address

### **Rochester Chamber: Preferred Client Networking (PCN) Groups**

This PCN Group meets the 1st and 3rd Tuesday every month to discuss and pass qualified referrals and leads. MUST be Rochester Chamber Member. For more info : Anthony Angel (248) 625-0817.  
Free to attend. Category Exclusive: Call to attend.

3:15pm—4:30pm

Keller Williams  
Call for Address

### **Rochester Chamber: Preferred Client Networking (PCN) Groups**

This PCN Group meets the 1st and 3rd Tuesday every month to discuss and pass qualified referrals and leads. MUST be Rochester Chamber Member. For more info : Josephine Long (248) 330-0471.  
Free to attend. Category Exclusive: Call to attend.

4:00pm - 5:30pm

One Degree Principle -  
Growth Strategies  
7 W. Square Lake Rd, Conf B  
Bloomfield Hills, MI 48302

### **Birmingham Bloomfield Chamber Action Group 3**

This group is for members of the Birmingham Bloomfield Chamber and meets the 1st and 3rd Tuesday every month. For more info, George Haralampopoulos at (248) 672-2528 or [www.BBCC.com](http://www.BBCC.com)  
Free for Birmingham Chamber Members / Category Exclusive

5:00pm - 7:00pm

The Whiskey Factory  
1000 Maple St,  
Detroit, MI

### **Membership Reception**

Join the Detroit Regional Chamber for this event that gives attendees the opportunity to network with more than 100 fellow Chamber members and make new connections. For more information, call Maggie at 313-596-0482

\$25 per person

## Tuesday, April 16, 2019

5:30pm - 7:00pm

The Townsend Hotel  
The Regency Room  
100 Townsend St.  
Birmingham, MI

### Legislative Reception

Join the Birmingham-Bloomfield Chamber for this legislative reception. This event connects business leaders to local decision makers. For more information, call 248-644-1700

\$20 per person

5:30pm - 7:00pm

Robusto's Cigar Bar & Bistro  
12170 Hall Road  
Sterling Heights, MI

### Member Mixer

The Macomb County Chamber is hosting this member mixer! Come network with fellow Chamber members and make new connections. For more information and to register, call 586-493-7600.

Free to attend, please register.

6:00pm—7:30pm

Bank of America/Merrill Lynch  
2600 W Big Beaver  
Troy, MI 48083

### Inforum: Women on the Move

Women on the Move meetings are open to all Inforum members and guests are welcome to attend one Inforum event before joining. This event includes networking and educational presentation. For more information, call Diane at 248-765-0215.

Contact for pricing.

6:00pm - 8:00pm

Long Horn Steak House  
15340 Hall Road  
Clinton Twp., MI

### Long Horn Business Networking

Join other local business owners for networking at Long Horn Steak House! There will be light appetizers provided, but the bar and restaurant will be open. For more information, visit <https://www.meetup.com/Clinton-Township-Small-Business-Meetup/events/259897234/>

Contact for pricing



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

**(248) 519-2300**

**[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

# Tuesday, April 16, 2019

6:15pm - 8:30pm

Dave & Buster's  
45511 Park Ave.  
Utica, MI

## Network, Learn, and Socialize

Join this American Business Women's Association meeting to network with other area businesswomen, hear a program to build professional development skills and socialize with friendly members. For more information, visit <https://www.meetup.com/American-Business-Womens-Association-Suburban-Connection/events/hdwzpqyzgbvb/>

\$20 per person, please RSVP



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Wednesday, April 17, 2019

07:30am—08:30am

The Office Coffee Shop  
402 South Lafayette  
Royal Oak, MI 48067

### Alpha Group Meeting

The Royal Oak Chamber Group meets the 1st and 3rd Wednesday and is designed to help new members (less than one year) refer and support each other during the challenging times of starting a business. For more information: [matt@glebaandassociates.com](mailto:matt@glebaandassociates.com)  
Contact for pricing.

07:30am

Royal Oaks Chamber  
200 S. Washington Ave  
Royal Oak, MI 48067-3821

### Royal Oaks Chamber: BRG #1 Group

The BRG is exclusive to Royal Oak Chamber Members and meets the 1st and 3rd Wednesday every month. This meeting is category exclusive. For more information / check opening and category availability: (248) 547-4000.

Free. Must be Royal Oak Chamber Member.

07:30am-09:00am

National Coney Island  
32088 Gratiot Ave.  
Roseville, MI

### SNG of Roseville Breakfast

This group meets the 1st and 3rd Wednesday every month. Want to join a meeting? Contact: 586-739-4600. Visit: [www.sunrisenetworkinggroup.com/attend-a-meeting/](http://www.sunrisenetworkinggroup.com/attend-a-meeting/)  
Contact for pricing

07:30am - 09:00am

Orange Tree Café  
13408 E. 15th Mile Rd  
Sterling Heights, MI

### SNG of Sterling Heights Breakfast

This group meets 1st and 3rd Wednesday every month. Want to join a meeting? Contact: 248-752-4175. Visit: [www.sunrisenetworkinggroup.com/attend-a-meeting/](http://www.sunrisenetworkinggroup.com/attend-a-meeting/)  
Contact for pricing



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Wednesday, April 17, 2019

08:00am - 10:00am

Detroit Golf Club  
17911 Hamilton Road  
Detroit, MI

### Middle Market Forum: Health Care

At this Detroit Chamber event, there will be a keynote speaker and Q and A panel regarding health care costs and best practices for employee education around insurance benefits. For more information, call Maggie at 313-596-0482

\$25 per person

08:00am—9:00am

Walsh College-Novi Campus  
Student Lounge  
41500 Gardenbrook Rd  
Novi, MI 48375

### Inforum: Novi Affinity Group Meeting

Each month, attendees will enjoy casual networking plus a brief presentation from an Inforum member regarding a topic of interest to businesswomen in our community. For more information: [www.inforummichigan.org](http://www.inforummichigan.org) or call (248) 320-4545

Free to attend. Coffee is bring your own.

08:00am - 09:00am

The Comeback Inn  
1451 S. Milford Rd  
Highland, MI

### Wednesday HVRN Group

The Huron Valley Referral Network Groups (HVRN) are category exclusive business referral groups for Huron Valley Chamber Members. This group meets every other Wednesday. For more information: (248) 717-2123.

\$25 annual fee. Contact before attending.

08:00am -09:00am

LaFontaine Automotive Group  
4000 W. Highland Road  
Highland, MI

### Wednesday HVRN LaFontaine Group

The Huron Valley Referral Network Groups (HVRN) are category exclusive business referral groups for Huron Valley Chamber Members. This group meets every other Wednesday. For more information call (248) 717-2123.

Contact for pricing



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Wednesday, April 17, 2019

08:30am -09:30am

Southfield Area Chamber  
20300 Civic Center Dr.  
Southfield, MI

### **The Original BNG**

This Southfield Chamber group is a category-exclusive business referral group that develops business contacts and share leads. Only one person from any profession or business specialty will be eligible to join. For more information, call 248-557-6661.

Contact for pricing

08:30am - 09:30am

Doeren Mayhew  
305 W. Big Beaver Rd  
Troy, MI

### **Troy Chamber: Business Development Group (BDG) - V**

This lead-generating BDG meets the 1st and 3rd Wednesday every month and is a category-exclusive networking group. For more information: Mark Kruczek (248) 244-3276.

Free for Troy Chamber Members

09:00am

Grand Traverse Pie Company  
Contact for Address

### **Rochester Chamber: Preferred Client Networking (PCN) Groups**

This PCN Group meets the 1st and 3rd Wednesday every month to discuss and pass qualified referrals and leads. MUST be Rochester Chamber Member. For more info: Ovi Negroiu (313) 622-4578

Free. Category Exclusive: Call to ensure group/category open

09:00am - 10:00am

Prudential Financial  
101 W. Big Beaver Ste. 705  
Troy, MI

### **Troy Chamber: Business Development Group (BDG) - VI**

This lead-generating BDG meets the 1st and 3rd Wednesday every month and is a category-exclusive networking group. For more information: David Engle 248-923-1200

Free for Troy Chamber Members



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Wednesday, April 17, 2019

11:15am—1:00pm

Contact for location

### **BWN Luncheon**

Royal Oak Chamber presents BWN (Business Women's Network) Luncheon the 3rd Wednesday every month. For more information: <http://www.royaloakchamber.com/> or (248) 547-4000.

Call for Pricing.

11:45am – 1:00pm

Bank of America Plaza  
2600 West Big Beaver  
Troy, MI 48098

### **Troy Rotary**

Join the Troy Rotary for networking, lunch, and professional development. This meeting meets every Wednesday with different Speaker topics. Networking at 11:45am, meeting starts at 12:00pm. For more information: Rene Pothetes (541) 279-3342 or visit: [TroyRotary.net](http://TroyRotary.net). May attend 3 meetings before joining.

\$12 for lunch. Contact for membership pricing.

11:45am - 1:15pm

BD's Mongolian Grill  
13150 Hall Road  
Sterling Heights, MI

### **Member Orientation/Refresh**

Attend this Sterling Heights Chamber orientation and refresh to learn how to maximize your membership! New members are encouraged to attend. There will be networking and a complimentary lunch. For more information, call 586-731-5400

Free to attend

12:00pm

Rochester Mills Beer Co.  
400 Water St,  
Rochester, MI 48307

### **Rochester Chamber: Preferred Client Networking (PCN) Groups**

This PCN Group meets the 1st and 3rd Wednesday every month to discuss and pass qualified referrals and leads. MUST be Rochester Chamber Member. For more info: Ron Freeman (248) 467-1699.

Free. Category Exclusive: Call to ensure group/category open



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Wednesday, April 17, 2019

12:00pm

Black Rock Bar & Grill  
44175 W. 12 Mile Rd  
Novi, MI

### Network Lunch at the Black Rock

If you desire to grow your business by reaching other business owners in the Tri-Country area, then this is the meetup for you. For more information: <https://www.meetup.com/Tri-County-Professional-Networking/events/>

Contact for pricing.

12:00pm

Draught House  
57721 Grand River  
New Hudson, MI

### Spotlight Lunch

Join the Kensington Valley Chamber in spotlighting a Chamber restaurant! Stop by for lunch and enjoy some additional networking with fellow Chamber members. For more information, visit <https://www.kensingtonvalleychamber.com/1/123/calendar.asp?EventID=69350>

Contact for pricing

12:00pm

Troy Public Library Mtg Rm  
510 W. Big Beaver Rd  
Troy, MI 48084

### Toastmasters Troy

All looking to improve their speaking and meeting skills are welcome to visit! This group meets every Wednesday at noon. For more information visit: <http://864753.toastmastersclubs.org/>

Dues: \$50.00 every 6 months.

3:00pm - 5:00pm

Intelligent Office  
755 W. Big Beaver Road  
Suite 2020  
Troy, MI

### Ribbon Cutting - Intelligent Office

Join the Rochester, Troy, and Southfield Chambers in celebrating the ribbon cutting for the Intelligent Office! Come network and learn about all of the services Intelligent Office offers. For more information, call 248-519-2300.

Free to attend



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)



## Wednesday, April 17, 2019

4:00pm - 5:00pm

Divide by Design  
3080 S. Linden Road  
Flint, MI

### Ribbon Cutting - Divide by Design

The Flint and Genesee Chamber invites you to this ribbon cutting and grand opening celebration! There will be tours of the new location and refreshments served. For more information, call 810-600-1404

Free to attend

4:30pm - 5:30pm

Contact for location

### Troy Chamber: Business Development Group (BDG) - IV

This lead-generating BDG meets the 1st and 3rd Wednesday every month and is a category-exclusive networking group. For more information: Sheila Denstaedt (248) 641-3929

Free for Troy Chamber Members

5:00pm - 7:00pm

Fort Clarkston  
7127 Dixie Hwy.  
Clarkston, MI

### YPM Family After Hours Networking

Grab your co-workers and family for this fun Waterford Chamber after hours mixer! Connect with fellow Chamber members and enjoy an exciting evening with your family. For more information, call 248-666-8600.

Contact for pricing

5:30pm - 8:00pm

Detroit PAL  
1680 Michigan Ave.  
Detroit, MI

### Branding Your Business Workshop

This event will explore branding and concepts to help you differentiate your business from competition. There will be appetizers and many opportunities to network with other business owners. For more information, email [kkizy@mhcc.org](mailto:kkizy@mhcc.org).

Free to attend



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Wednesday, April 17, 2019

6:00pm - 8:00pm

Panera Bread  
823 E. Big Beaver Road  
Troy, MI

### The Essential Networking Group

Join this group for networking with fellow business people over coffee, tea, or a bite to eat. Bring plenty of business cards! For more information, visit <https://www.meetup.com/meetup-group-qovgUPGq/events/259080241/>

Contact for pricing

6:30pm - 8:30pm

Baker College of Auburn Hills  
1500 University Dr.  
Auburn Hills, MI

### Real Estate Investors Network

This meetup is a great networking opportunity for those involved in real estate. The topic is wholesaling in the suburbs of Metro Detroit. For more information, visit <https://www.meetup.com/27monthlymeetup-com/events/260090771/>

\$25 (or \$20 cash)

7:30pm - 9:00pm

The Creative Space  
169 W. Clarkston Road  
Lake Orion, MI

### Connect the Dots - Chamber Targeted Networking

This Orion Chamber networking group is for home based and direct sales businesses. This event will feature Brian Birney of the Birney Directive on how to build brand awareness and generate leads. For more information and to register, call 248-693-6300

Free to attend, please register



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Thursday, April 18, 2019

07:30am—09:00am

National Coney Island  
1812 N. Main Street  
Royal Oak, MI

### **SNG of Royal Oak Breakfast**

This SNG meets the 1st and 3rd Thursday every month. Want to join a meeting? Contact: 248-541-2000 or visit: <http://www.sunrisenetworkinggroup.com/sng-events/>  
Contact for pricing.

07:30am - 09:00am

Bob Evans  
20465 Eureka Rd  
Taylor, MI

### **SNG of Downriver**

This SNG meets the 1st and 3rd Thursday every month. Want to join a meeting? Contact: 248-298-6687 or visit: <http://www.sunrisenetworkinggroup.com/sng-events/>  
Contact for pricing.

08:00am—09:00am

Birmingham Bloomfield Arts Center  
1516 S. Cranbrook Rd  
Birmingham, MI 48009

### **SE Birmingham Affinity Group**

Inforum: Join the Birmingham Affinity Group for a fun morning of experimentation and learning. And, of course, networking. This group meets the 1st and 3rd Thursday every month. For more information: [AnnieVangelder@BBArtCenter.org](mailto:AnnieVangelder@BBArtCenter.org).  
Contact for pricing.

08:00am

Royal Oak Chamber  
200 S. Washington Ave  
Royal Oak, MI 48067

### **ROYAL (Royal Oak Ambitious Young Leaders)**

We are a young professionals group (ages 21-40) dedicated to the development of the Royal Oak Chamber's next generation of leaders. For more information, call 248-547-4000.  
Contact for pricing.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

# Thursday, April 18, 2019

08:00am - 09:30am

Granite City  
699 W. Big Beaver Rd  
Troy, MI 48084

## **Birmingham Chamber Action Group 2**

This Birmingham Bloomfield Chamber Action Group meets the 1st and 3rd Thursday every month. Must be Birmingham Bloomfield Chamber Member; Category Exclusive. Call Jon Isenburg (855) 767-9685 ext. 700

Free for Birmingham Bloomfield Chamber members

08:00am—09:00am

WCCCD Downriver Campus,  
Educational & Performing Arts  
Room 8  
21000 Northline Rd  
Taylor, MI

## **Thursday Connection Group**

The Southern Wayne County Chamber (SWCRC) presents the Connections Group which meets the 1st and 3rd Thursday every month. Guests may attend one meeting before joining. Contact SWCRC: (734) 284-6000.

Free to attend. Must be member. Category Exclusive.

08:30am

Wellbridge of Rochester Hills  
252 Meadowfield Dr,  
Rochester Hills, MI

## **Rochester Chamber: Preferred Client Networking (PCN) Groups**

This PCN Group meets the 1st and 3rd Thursday every month to discuss and pass qualified referrals and leads. MUST be Rochester Chamber Member. For more info: Deborah Phillips (248) 259-5698

Free. Category Exclusive: Call to ensure group/category open

08:30am - 09:30am

TDA Insurance & Financial  
246 Liberty St.  
Walled Lake, MI

## **3rd Thursday Coffee Connect**

Join the Lakes Area Chamber and wake up and smell the coffee! Members are invited to attend this monthly mixer for casual networking. For more information: (248) 624-2826.

Contact for pricing.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

# Thursday, April 18, 2019

08:45am

Lyon Twp. Library  
27005 Milford Road  
South Lyon, MI

## YES Business Networking Group

YES is a brand new Kensington Valley Chamber group open to all members. It offers structured networking and is meant to be enjoyable and efficient in extending your referral opportunities. For more information, email [Wendy.Taylor@EdwardJones.com](mailto:Wendy.Taylor@EdwardJones.com)

Free to members, \$150 per year non-members

10:00am

Fieldstone Winery  
223 S Main St,  
Rochester, MI 48307

## Rochester Chamber: Preferred Client Networking (PCN) Groups

This PCN Group meets the 1st and 3rd Thursday every month to discuss and pass qualified referrals and leads. MUST be Rochester Chamber Member. For more info: Marie Orzel 248-766-7796

Free. Category Exclusive: Call to ensure group/category open

11:30am - 1:00pm

Contact for location

## Noteworthy Networking Luncheon

Join the Waterford Chamber for the second part of this networking lunch! This section will cover the use of LinkedIn and Instagram for your business. For more information, call 248-666-8600.

Contact for pricing

12:00pm - 1:00pm

CARES of Farmington Hills  
27834 Shiawassee Road  
Farmington Hills, MI

## Lunch and Learn - CMIT Solutions

This Farmington Area Chamber event features CMIT Solutions of Greater Oakland County. CMIT will share key questions to ask yourself about growing your business with the right technology. For more information, call 248-919-6917

\$5.00 per person; includes lunch



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Thursday, April 18, 2019

4:00pm - 6:00pm

Location Old Detroit  
741 S. Lapeer Road  
Lake Orion, MI

### Thirsty Thursday

Come network with the Orion Chamber at this monthly networking event! Connect with fellow Chamber members and help support the community. For more information, call 248-693-6300.

Free to attend, buy own drinks.

5:00pm - 7:00pm

Springhill Suites Marriott  
28555 Northwestern Hwy  
Southfield, MI

### After Work Social

Come mix and mingle with the Southfield Chamber! There will be drinks, hors d'oeuvres, and an opportunity to network and make new connections. For more information, visit 248-352-6100

Contact for pricing

5:00pm - 7:00pm

Sole Serenity  
9640 Commerce Rd. Ste. 204  
Commerce, MI

### Ribbon Cutting - Sole Serenity

Celebrate this ribbon cutting with the Huron Valley Chamber! Come network and support fellow Chamber members. For more information, visit <https://www.huronvcc.com/events/calendar-of-events/#!/event/2019/4/18/ribbon-cutting>

Free to attend

5:00pm

Detroit Shipping Co.  
474 Peterboro  
Detroit, MI

### IT in the D Casual Networking Event

Casual networking social for Information technologies in metro Detroit. No agenda, no speakers, no 30-second commercials. For more information: <http://www.meetup.com/ITintheD/events/>

Free to attend.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Thursday, April 18, 2019

5:00pm - 8:00pm

Clarkston High School  
6093 Flemings Lake Road  
Clarkston, MI

### Body, Mind, Green Community Expo

The Clarkston Chamber is hosting this expo featuring local businesses dedicated to health, wellness, and the environment. Come learn more about services located in the community! For more information, call 248-625-8055

Free to attend

5:15pm

MSU: Troy Campus  
811 W. Square Lake Rd  
Troy, MI

### MI Real Estate Investors Monthly Meeting

Join the MI REI group and network with members, guests, and vendors. Enjoy education and the main event program. For more information: <https://www.meetup.com/MIRRealEstateInvestors/events/>

First time guests: Free.

6:00pm

The Welling-Green Building  
3252 University Dr Suite 140  
Auburn Hills, MI

### Christian Business Woman's Networking & Mastermind

As Christian businesswomen, we need to support one another. Benefit from education, support, networking, and masterminding with like-minded business women. For more information: <https://www.meetup.com/Auburn-Hills-Womens-Networking-Meetup/>  
Contact for pricing

6:00pm - 10:00pm

Synchronous Coworking  
100 Riverfront Dr.  
Detroit, MI

### Detroit Doers Meetup

This meetup is for anyone who wants to network and grow together. Promote your business and help cultivate a productive and positive community. For more information, visit <https://www.meetup.com/Detroit-Doers-MeetUp/events/259970927/>

Tickets are free; \$10 fee without ticket



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Thursday, April 18, 2019

6:30pm - 8:30pm

The Nomad Grill  
26555 Telegraph Road  
Southfield, MI

### **Metro Detroit Commercial Real Estate Group**

Join this networking meetup which covers how to finance your business, build a portfolio, and more! For more information, visit <https://www.meetup.com/Metro-Detroit-Commercial-Real-Estate-Group/events/nghdgqyzgbxb/>

7:30pm — 9:15pm

West Bloomfield High School  
4925 Orchard Lake Rd. Rm 212  
West Bloomfield, MI 48323

### **Bloomfield Toastmasters Meeting**

The Toastmasters club is dedicated to helping our members improve their lives. We can help you improve your public speaking, communication and leadership skills. For more information: (734) 389-5590

Call for pricing.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)



## Friday, April 19, 2019

08:00am - 09:00am

Berkley First  
2820 12 Mile Road  
Berkley, MI

### Chamber Chat

Join the Berkley Chamber for their monthly Chamber Chat. Meet Chamber members over coffee and network the 3rd Friday of the month. For more information: (248) 414-9157.

Free to attend.

08:00am—09:00am

Royal Park Hotel – Park 600  
600 E. University Dr  
Rochester, MI 48307

### Inforum: Rochester Affinity Group

Inforum: The Rochester Inforum Affinity Group meets the third Friday of every month. Enjoy networking (breakfast is optional). For more information: (248) 601-3700.

Contact for pricing.

08:00am - 09:00am

A Bean to Go  
16 W. Flint St  
Lake Orion, MI 48362

### TGIFN

Join us for an informal networking event over a cup of coffee the 1st and 3rd Friday every month. This is a great opportunity to network and build relationships. Everybody is welcome. For more information: Al Hassinger (248) 594-9959.

Coffee is free.

08:00am - 09:00am

Lamphere Admin. Building  
31201 Dorchester Ave.  
Madison Heights, MI

### BRAND

Join the Madison Heights Hazel Park Chamber for their monthly networking meeting - BRAND. This networking group meets the first and third Friday every month. For more information: (248) 542-5010.

Contact for pricing.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Friday, April 19, 2019

08:30am—10:30am

Rochester Community House  
816 Ludlow Ave  
Rochester, MI 48307

### Coffee Talk

Join the Rochester Chamber for speed networking over coffee. Bring business cards and be prepared to share your business with others.

For more information: [info@rrc-mi.com](mailto:info@rrc-mi.com)

Free for Members



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

# BNI SCHEDULE



## BNI Meeting Schedule

The following list contains the weekly BNI Chapter meeting schedule. BNI Chapters meet weekly and are category exclusive.

As some of these meetings may be rescheduled due to Holidays or other conflicts, please contact the person listed to confirm BNI meeting.



## Tuesdays

07:00am — 08:30am

Kerby Coney Island  
21200 Haggerty Road  
Northville, MI 48167

### **BNI Novi**

This Chapter meets weekly on Tuesdays. For more information contact: Priscilla O'Neil at 800-721-0480 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-novi](http://www.bni-mi.com/mi-macomb-oakland-bni-novi)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Pleasant Ridge Community  
Center  
4 Ridge Rd.  
Pleasant Ridge, MI 48069

### **BNI Greater Royal Oak**

This Chapter meets weekly on Tuesdays. For more information, contact: Bill Ellison at 248-981-4217 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-greater-royal-oak/](http://www.bni-mi.com/mi-macomb-oakland-bni-greater-royal-oak/)

Please call the listed contact above for pricing information.

07:00am - 08:30am

Washtenaw County Farm Bureau  
5095 Ann-Arbor Saline Road  
Ann Arbor, MI 48103

### **BNI Networking Nation**

This Chapter meets weekly on Tuesdays. For more information, contact: Lynn Colbeck at 517-285-5793 or visit: <http://www.bni-mi.com/mi-wayne-county-bni-networking-nation>

Please call the listed contact above for pricing information.

07:00am — 08:30am

Red Olive Restaurant  
1051 W. Ann Arbor Rd.  
Plymouth, MI 48170

### **BNI Village People**

This Chapter meets weekly on Tuesdays. For more information Contact: Walter Ray at 313-377-1427 or visit: [www.bni-mi.com/mi-wayne-county-bni-village-people/](http://www.bni-mi.com/mi-wayne-county-bni-village-people/)

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

# Tuesdays

07:00am — 08:30am

Best Western—Concord Inn  
44315 Gratiot Ave.  
Clinton Twp., MI 48036

## **BNI Team Referral**

This Chapter meets weekly on Tuesdays. For more information contact: Walter Ray at 313-377-1427 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-team-referral/](http://www.bni-mi.com/mi-macomb-oakland-bni-team-referral/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Italian American Cultural Center  
43843 Romeo Plank Road  
Clinton Twp., MI

## **BNI Lifeline**

This Chapter meets weekly on Tuesdays. For more information contact: Luisa Recchia at 586-419-4088 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-lifeline/](http://www.bni-mi.com/mi-macomb-oakland-bni-lifeline/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Edgewood Country Club  
8399 Commerce Rd.  
Commerce, MI 48392

## **BNI Connectors of Commerce**

This Chapter meets weekly on Tuesdays. For more information contact: Damian Burton at 248-210-6600 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-connectors-of-commerce/](http://www.bni-mi.com/mi-macomb-oakland-bni-connectors-of-commerce/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Baker College  
1500 University Drive  
Auburn Hills, MI 48326

## **BNI Capital Creators**

This Chapter meets weekly on Tuesdays. For more information Contact: John Juretech at 586-995-8711 or visit: [www.facebook.com/BNI-Capital-Creators-12253581181160/](https://www.facebook.com/BNI-Capital-Creators-12253581181160/)

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

## Tuesdays

07:00am — 08:30am

Woodhaven Community Center  
23101 Hall Rd.  
Woodhaven, MI 48183

### **BNI Prime Time Networking**

This Chapter meets weekly on Tuesdays. For more information contact: Walter Ray at 313-377-1427 or visit: <http://bni-mi.com/mi-wayne-county-bni-prime-time-networking/>

Please call the listed contact above for pricing information.

07:00am — 08:30am

Franklin Athletic Club  
29350 Northwestern Hwy.  
Southfield, MI 48034

### **BNI Partners for Success**

This Chapter meets weekly on Tuesdays. For more information contact: Paul Rice at 734-591-3700 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-partners-for-success](http://www.bni-mi.com/mi-macomb-oakland-bni-partners-for-success)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Real Estate One  
1002 N. Main St.  
Rochester, MI 48307

### **BNI First Choice Professionals**

This Chapter meets weekly on Tuesdays. For more information contact: John Jurecich at 586-995-8711 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-1st-choice-professions/](http://www.bni-mi.com/mi-macomb-oakland-bni-1st-choice-professions/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Baldwin Public Library  
300 W Merrill Street  
Birmingham, MI 48009

### **The Producers — BNI**

This Chapter meets weekly on Tuesdays. For more information contact: Alex Janik at 248-912-2822 or visit: [www.theproducers-bni.com/](http://www.theproducers-bni.com/)

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Tuesdays

07:30— 09:30am

Georges Senate Coney Island  
25900 Pontiac Trail  
South Lyon, MI 48178

### **BNI Michigan Business Connect**

This Chapter meets weekly on Tuesdays. For more information contact: Bob Budai at 248-229-5000 or visit: <http://www.bni-mi.com/mi-macomb-oakland-bni-michigan-business-connect/>

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[Www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

## Wednesdays

07:00am — 08:30am

Troy Community Center  
3179 Livernois  
Troy, MI 48083  
Enter at the Banquet East Entrance

### **BNI Somerset — Troy**

This Chapter meets weekly on Wednesdays. For more information contact: Laura Baxendale at 586-336-3000 x 101 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-somerset-troy](http://www.bni-mi.com/mi-macomb-oakland-bni-somerset-troy)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Oakland Christian Church  
5100 Adams Rd.  
Rochester, MI 48306

### **BNI Sunrise Enterprise**

This Chapter meets weekly on Wednesdays. For more information contact: Luisa Recchia at 586-419-4088 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-sunrise-enterprise/](http://www.bni-mi.com/mi-macomb-oakland-bni-sunrise-enterprise/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Longacre House  
24705 Farmington Rd.  
Farmington Hills, MI 48336

### **BNI Farmington Hills**

This Chapter meets weekly on Wednesdays. For more information contact: Haitham Fakhouri at 248-477-5994 or visit: <http://bni-fh.com/>

Please call the listed contact above for pricing information.

07:00am — 08:30pm

Kerby Coney Island - Northville  
21200 Haggerty Rd.  
Novi, MI 48375

### **BNI Metro Novi**

This Chapter meets weekly on Wednesdays. For more information contact: Walter Ray at 313-377-1427 or visit: [www.metronovibni.com/](http://www.metronovibni.com/)

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

**(248) 519-2300**  
**[Www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**



## Wednesdays

07:00am — 08:30am

Joanne Winkelman Hulce  
Center for the Arts  
(Plymouth Art Center)  
744 N Sheldon Road  
Plymouth, MI 48170

### **BNI Business Leaders Team**

This Chapter meets weekly on Wednesdays. For more information contact: Michelle Kline at 586-336-3000 x 107 or visit: <http://bni-mi.com/mi-wayne-county-bni-business-leaders-team/>

Please call the listed contact above for pricing information.

07:00am — 08:30am

Big Boy Café  
56129 Van Dyke  
Shelby Twp., MI 48316

### **BNI Rainmakers**

This Chapter meets weekly on Wednesdays. For more information contact: Tonya Acha (248) 931-8387 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-rainmakers](http://www.bni-mi.com/mi-macomb-oakland-bni-rainmakers)

Please call the listed contact above for pricing information.

07:00am - 08:30am

St. Andrews United Church  
of Christ  
7610 Ann Arbor Street  
Dexter, MI 48130

### **BNI Networking Ninjas**

This Chapter meets weekly on Wednesdays. For more information, contact: Brad Marowelli at 734-548-4935 or visit: <http://www.bni-mi.com/mi-wayne-county-bni-networking-ninjas/>

Please call the listed contact above for pricing information

07:00am — 08:30am

Keller Williams - Shelby Twp  
45669 Hayes Rd. Ste. C  
Shelby Twp., MI

### **BNI Business Referrals**

This Chapter meets weekly on Wednesdays. For more information contact: Walter Ray at 313-377-1427 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-business-referrals/](http://www.bni-mi.com/mi-macomb-oakland-bni-business-referrals/)

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Wednesdays

07:00am — 08:30am

Baldwin Public Library  
300 W. Merrill St.  
Birmingham, MI 48009

### **BNI Referral Champions of Birmingham**

This Chapter meets weekly on Wednesdays. For more information contact: Bill Ellison at 248-981-4217 or visit: <http://bni-mi.com/bni-referral-champions-of-birmingham/en-US/index>

Please call the listed contact above for pricing information.

07:00am — 08:30am

Anderson St Fellowship Hall  
Lake Orion Methodist Church  
Community Room  
140 E Flint Street  
Lake Orion, MI 48362

### **BNI North Oakland Business Associates**

This Chapter meets weekly on Wednesdays. For more information contact: Tonya Acha at 248-931-8387 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-north-oakland-business-associates/](http://www.bni-mi.com/mi-macomb-oakland-bni-north-oakland-business-associates/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Mr. Mike's Grill  
6047 N. Wayne Rd.  
Westland, MI 48185

### **BNI Business Network Professionals**

This Chapter meets weekly on Wednesdays. For more information contact: Walter Ray at 313-377-1427 or visit: [www.bni-mi.com/mi-wayne-county-bni-business-network-professionals](http://www.bni-mi.com/mi-wayne-county-bni-business-network-professionals)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Saint Michaels Episcopal  
Church  
20475 Sunningdale Park  
Grosse Pointe Woods, MI  
48236

### **BNI East Side — Launchpad**

This Chapter meets weekly on Wednesdays. For more information contact: Bill Ellison at 248-981-4217 or visit: <http://bni-mi.com/mi-macomb-oakland-bni-east-side---launchpad/>

Please call the listed contact above for pricing information.

## Wednesdays

07:00am — 08:30am

Oppenheimer  
385 S. Eaton  
Birmingham, MI 48009

### **BNI Power Network**

This Chapter meets weekly on Wednesdays. For more information contact: Bill Ellison at 248-981-4217 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-power-network/](http://www.bni-mi.com/mi-macomb-oakland-bni-power-network/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Faith Bible Church  
23414 Orchard Lake Rd.  
Farmington Hills, MI 48336

### **BNI Referral Factory**

This Chapter meets weekly on Wednesdays. For more information contact: Michele Chalmers at 248-320-0604 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-referral-factory/](http://www.bni-mi.com/mi-macomb-oakland-bni-referral-factory/)

Please call the listed contact above for pricing information.

07:00 - 08:30am

Highland Adult Activity Center  
209 N John Street  
Highland, MI 48356

### **BNI Boomerang Business Builders**

This Chapter meets weekly Wednesdays. For more information contact: Dan Georgevich at 810-441-2033 or visit: <http://www.bni-mi.com/mi-flint-bni-boomerang-business-builders/>

Please call the listed contact above for pricing information.

07:00am — 08:30am

Rochester Community House  
816 Ludlow Ave  
Rochester, MI 48307

### **BNI Energize Now**

This Chapter meets weekly on Wednesdays. For more information contact: Tonya Acha at 248-931-8387 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-energize-now/](http://www.bni-mi.com/mi-macomb-oakland-bni-energize-now/)

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

**(248) 519-2300**  
**[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

## Wednesdays

07:00am — 08:30am

Michigan Education Center  
— MSU  
811 W. Square Lake Rd.  
Troy, MI 48098

### **BNI Advanced Business Networking**

This Chapter meets weekly on Wednesdays. For more information contact: Laura Baxendale at 586-336-3000 x 101 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-advanced-business-networking/](http://www.bni-mi.com/mi-macomb-oakland-bni-advanced-business-networking/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Crown Pointe Office Plaza  
25900 Greenfield Road  
Suite 506  
Oak Park, MI 48237

### **BNI Biz.Networkx**

This Chapter meets weekly on Wednesdays. For more information contact: Matthew Williams at 248-669-0221 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-biz-networkx/](http://www.bni-mi.com/mi-macomb-oakland-bni-biz-networkx/)

Please call the listed contact above for pricing information.

07:30am — 09:00am

J, Ryder Group  
445 Enterprise Ct.  
Bloomfield Hills, MI

### **BNI Professional Edge**

This Chapter meets weekly on Wednesdays. For more information contact: Petra Kowalis at 586-268-3347 or visit: <http://bni-mi.com/mi-macomb-oakland-bni-professional-edge>

Please call the listed contact above for pricing information.

11:00am — 12:30pm

Holiday Inn Express  
21100 Haggerty Rd.  
Northville, MI 48167

### **BNI Dynamic Nooners**

This Chapter meets weekly on Wednesdays. For more information contact: Walter Ray at 313-377-1427 or visit: [www.bni-mi.com/mi-wayne-county-bni-dynamic-nooners/](http://www.bni-mi.com/mi-wayne-county-bni-dynamic-nooners/)

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

**(248) 519-2300**  
**[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

## Wednesdays

11:00am — 12:30pm

Baldwin Public Library  
300 W Merrill St.  
Birmingham, MI 48009

### **BNI Business Connectors of Birmingham**

This Chapter meets weekly on Wednesdays. For more information contact: Bill Ellison at 248-981-4217 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-business-connectors-of-birmingham/](http://www.bni-mi.com/mi-macomb-oakland-bni-business-connectors-of-birmingham/)

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

**(248) 519-2300**  
**[Www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

# Thursdays

07:00am — 08:30am

Lutheran Church of Redeemer  
1800 W. Maple Rd  
Birmingham, MI 48009

## **BNI Business Executive Network**

This Chapter meets weekly on Thursdays. For more information contact: Jennifer Kasselman at 248-321-2255 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-business-executive-network/](http://www.bni-mi.com/mi-macomb-oakland-bni-business-executive-network/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Troy Community Center  
3179 Livernois  
Troy, MI 48083  
Enter at the Banquet East Entrance

## **BNI Troy Business Builders**

This Chapter meets weekly on Thursdays. For more information contact: Matthew Job at 734-818-5022 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-troy-business-builders/](http://www.bni-mi.com/mi-macomb-oakland-bni-troy-business-builders/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Red Olive Restaurant  
1051 W. Ann Arbor Rd.  
Plymouth, MI 48170

## **BNI Networkers' Edge**

This Chapter meets weekly on Thursdays. For more information contact: Faylene Chung at 734-221-0160 or visit: <http://bni-mi.com/mi-wayne-county-bni-networkers--edge>

Please call the listed contact above for pricing information.

07:00am — 08:30am

Nino Salvalggio's  
17496 Hall Rd.  
Clinton Twp., MI 48038

## **BNI Select Business Professionals**

This Chapter meets weekly on Thursdays. For more information contact: Keith Emmerich at 248-687-6809 x 220 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-referrals-r-us/](http://www.bni-mi.com/mi-macomb-oakland-bni-referrals-r-us/)

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

# Thursdays

07:00am — 08:30am

Cassel's Restaurant  
43003 W. Seven Mild Rd.  
Northville, MI 48167

## **BNI Networking Summit**

This Chapter meets weekly on Thursdays. For more information contact: Kim Wagg-Bailey at 313-580-4642 or visit: [www.bni-mi.com/mi-wayne-county-bni-networking-summit/](http://www.bni-mi.com/mi-wayne-county-bni-networking-summit/)

Please call the listed contact above for pricing information.

07:00am— 08:30am

St. Joseph Mercy-Saline Hospital  
400 W Russel St  
Saline, MI 48176

## **BNI Referral Source**

This Chapter meets weekly on Thursdays. For more information contact: Robin Aldrich at 517-260-1703 or visit: <http://www.bni-mi.com/mi-wayne-county-bni-referral-source/>

Please call the listed contact above for pricing information.

07:00am — 08:30am

Milford Senior Center  
1050 Atlantic St.  
Milford, MI 48381

## **BNI Milford Premiere Networking Champions**

This Chapter meets weekly on Thursdays. For more information contact: Tina McNeal - OBrien at 248-594-7724 or visit: <http://www.bniofmilford.com/>

Please call the listed contact above for pricing information.

07:00am— 08:30am

Novi Community Center  
45175 W 10 Mile Road  
Novi, MI 48375

## **BNI Referrals Unlimited**

This Chapter meets weekly on Thursdays. For more information contact: Matthew Williams at 248-669-0221 or visit: <http://www.bni-mi.com/mi-macomb-oakland-bni-referrals-unlimited/>

Please call the listed contact above for pricing information.

# Thursdays

07:00am — 08:30am

Coldwell Banker  
201 Cady Center  
Northville, MI 48167

## **BNI Michigan Business Leaders**

This Chapter meets weekly on Thursdays. For more information contact: Tina McNeal-OBrien at 248-594-7724 or visit: [www.bni-mi.com/mi-wayne-county-bni-michigan-business-leaders/](http://www.bni-mi.com/mi-wayne-county-bni-michigan-business-leaders/)

Please call the listed contact above for pricing information.

07:00am - 08:30am

First Unitarian Universalist  
Church  
4001 Ann-Arbor Saline Road  
Ann Arbor, MI 48103

## **BNI Ann Arbor — West**

This Chapter meets weekly on Thursdays. For more information contact Brad Marowelli at 734-548-4935 or visit: <http://a2bni.com/>

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[Www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**



# Fridays

07:00am — 08:30am

Baldwin Public Library  
300 W. Merrill St.  
Birmingham, MI 48009

## **BNI Corporate Edge**

This Chapter meets weekly on Fridays. For more information contact: Bill Ellison at 248-981-4217 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-corporate-edge/](http://www.bni-mi.com/mi-macomb-oakland-bni-corporate-edge/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Italian American Cultural  
Center  
43843 Romeo Plank Rd.  
Clinton Twp., MI 48038

## **BNI Titanium Group**

This Chapter meets weekly on Fridays. For more information contact: Keith Emmerich at 248-687-6809 x 220 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-titanium-group/](http://www.bni-mi.com/mi-macomb-oakland-bni-titanium-group/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Christ the King Lutheran  
Church  
20338 Mack Ave.  
Grosse Pointe Woods, MI  
48236

## **BNI Pipeline**

This Chapter meets weekly on Fridays. For more information contact: Walter Ray at 313-377-1427 or visit: [www.bni-mi.com/mi-macomb-oakland-bni-pipeline/](http://www.bni-mi.com/mi-macomb-oakland-bni-pipeline/)

Please call the listed contact above for pricing information.

07:00am — 08:30am

Senate Coney Island  
34359 Plymouth Rd.  
Livonia, MI 48150

## **BNI Greater Livonia**

This Chapter meets weekly on Fridays. For more information contact: Michelle Kline at 586-336-3000 x 107 or visit: <http://www.greatertivoniabni.com/>

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

**(248) 519-2300**  
**[Www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

## Fridays

07:00am— 08:30am

Washington Street Education  
Center (in Board Room)  
500 Washington Street  
Chelsea, MI 48118

### **BNI Professional Networking Alliance**

This Chapter meets weekly on Fridays. For more information contact: Brad Marowelli at 734-548-4935 or visit: <http://www.bni-mi.com/chelseamibni/>

Please call the listed contact above for pricing information.

07:00— 08:30am

Keller Williams  
2214 S. State St.  
Ann Arbor, MI 48103

### **BNI Referral Business Alliance**

This Chapter meets weekly on Fridays. For more information contact: Tonya Acha at 248-931-8387 or visit: <http://www.bni-mi.com/mi-wayne-county-bni-referral-business-alliance/>

Please call the listed contact above for pricing information.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

# LBN SCHEDULE



## LBN Meeting Schedule

The following list contains the weekly LBN Chapter meetings schedule. Most LBN groups meet two times per month and are category exclusive.

As some of these meetings may be rescheduled due to Holidays or other conflicts, please contact the person listed to confirm LBN meeting prior to attending.

One very interesting aspect of joining an LBN Chapter—you can attend other chapters for free! The Chapters are category exclusive; so, just make sure your profession / target will not conflict with others in that visiting Chapter, and you can attend multiple Chapters!



## Tuesdays

07:00am — 08:30am

Kemp Klein Law Firm  
201 W. Big Beaver Suite 600  
Troy, MI 48084

### **LBN — Troy Blue Marlins**

This chapter is composed entirely of companies targeting medium to large businesses and meets the 2nd and 4th Tuesday every month. Please call prior to visiting: (248) 883-5838. For more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

07:30am — 09:00am

National Coney Island  
30140 Van Dyke Ave.  
Warren, MI 48093

### **LBN — Sterling Heights**

This group meets the 1st and 3rd Tuesday every month. Please call prior to visiting: (586) 883-5838. For more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

07:30am — 09:00am

The Atrium  
Dwanda Mann Bldg.  
39533 Woodward Ave.  
Bloomfield Hills, MI 48304

### **LBN — Birmingham**

This group meets the 1st and 3rd Tuesday every month. Please call prior to visiting: Jan Sherman (248) 788-0476. For more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

11:00am

7 N. Saginaw  
Pontiac, MI 48342

### **LBN — Pontiac**

This group meets the 2nd and 4th Tuesday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[Www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

## Wednesdays

07:00am-08:30am

Green Apple Restaurant  
4780 Dixie Highway  
Waterford, MI 48329

### **LBN - Clarkston**

This group meets the 1st and 3rd Wednesday every month. Please call prior to visiting: (586) 883-5838. For more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

07:15am — 08:45am

The Green Apple  
4780 Dixie Hwy.  
Waterford, MI 48329

### **LBN — Greater Oakland**

This group meets the 2nd and 4th Wednesday every month. Please call prior to visiting: (586) 883-5838. For more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

07:45am — 09:15am

Fieldstone Winery  
223 Main St.  
Rochester, MI 48307

### **LBN — Rochester**

This group meets the 1st and 3rd Wednesday every month. Please call prior to visiting: (586) 883-5838. For more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

08:00am - 09:00am

Scrambler Maries  
27909 Orchard Lake Road  
Farmington Hills

### **LBN - Farmington Blue Marlins Chapter Development**

This is a developing LBN meets the 2nd and 4th Wednesday. The Marlins group is seeking members who target middle - market clients, revenues \$10m - \$250m. Call prior to attending: Jan Sherman (248) 788-0476.

Contact for pricing

## Wednesdays

08:30am

### **LBN - Washington/Rochester**

Dessert Oasis  
336 S. Main  
Rochester, MI

This group meets the 2nd and 4th Wednesday every month. Please call prior to visiting: (248) 788-0476. For more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

08:45am — 10:15am

### **LBN — Novi II**

Novi Civic Center  
45175 W 10 Mile Road  
Novi, MI 48375

This group meets the 1st and 3rd Wednesday every month. Please call prior to visiting: (248) 788-0476. For more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

09:00am — 10:30am

### **LBN — South Lyon**

Salem-South Lyon District Library  
9800 Pontiac Trail  
South Lyon, MI 48178

This group meets the 1st and 3rd Wednesday every month. Please call prior to visiting: (586) 883-5838. For more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

11:45am — 01:15pm

### **LBN — Birmingham Mid-Day**

Level One Bank  
37100 Woodward Ave.  
Bloomfield Twp., MI 48304

This group meets the 2nd and 4th Wednesday every month. Please call prior to visiting: Jan Serman (248) 788-0476 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

# Thursdays

07:15am — 08:45am

The Big Boy Restaurant  
6440 Dixie Hwy,  
Clarkston, MI 48346

## **LBN — Clarkston/Auburn Hills**

This group meets the 1st and 3rd Thursday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

07:45am

Sandler Sales Training Institute  
100 W. Big Beaver Ste. 300  
Troy, MI

## **LBN - Troy Summit**

This group meets the 1st and 3rd Thursday every month. Please call prior to visiting 586-833-5838 or for more information visit: <http://www.locbusnet.com/chapters.html> .

Dues: \$290.00 every 6 months.

07:45am — 09:15am

Tim Hortons  
177 S Milford, Road  
Milford, MI 48381

## **LBN — Milford**

This group meets the 1st and 3rd Thursday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

07:45am — 08:45am

Dimitri's Town & Country Grill  
50875 Gratiot Ave.  
Chesterfield, MI 48051

## **LBN — Chesterfield**

This group meets the 1st and 3rd Thursday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[Www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

# Thursdays

08:00am

## **LBN — Plymouth**

Honey Tree Grill  
15440 Sheldon Rd.  
Northville, MI 48168

This group meets the 1st and 3rd Thursday every month. Please call prior to visiting: (248) 788-0476 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

08:00am — 09:30am

## **LBN — Canton**

Scrambler Maries  
43225 Ford Road  
Canton, MI

This group meets the 2nd and 4th Thursday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

08:45am

## **LBN — Oakland-Livingston Business Referral Team**

La Fontaine Cadillac Buick  
GMC  
4800 W. Highland Road  
Highland, MI

This group meets the 2nd and 4th Thursday every month. Please call prior to visiting: (248) 977-7075 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months

09:00am

## **LBN — Diversified Members Novi**

Diversified Members Credit  
Union  
25880 Novi Road  
Novi, MI

This group meets the 2nd and 4th Thursday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[Www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**



## Thursdays

10:15am — 11:45am

### **LBN — Shelby**

Dooley's Tavern  
51748 Van Dyke Ave.  
Shelby, MI 48316

This group meets the 2nd and 4th Thursday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

5:30pm—7:00pm

### **LBN — Wayne-Oakland Evening**

Bravo Cucina Italiano  
17700 Haggerty Road  
Livonia, 48152

This group meets the 2nd and 4th Thursday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)

## Fridays

07:15am — 08:45am

Livonia Chamber of Commerce  
33300 Five Mile Rd. Ste. 212  
Livonia, MI

### **LBN — Livonia**

This group meets the 1st and 3rd Friday every month. Please call prior to visiting: Jan Sherman (248) 788-0476 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

07:30am

Arboretum Office Complex  
Conference Room  
34505 W 12 Mile Road  
Farmington Hills

### **LBN — ComWest**

This group meets the 1st and 3rd Friday every month. Please call prior to visiting: Jan Sherman (248) 788-0476 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

07:30am — 09:00am

Scrambler Marie's  
20785 East 13 Mile Road  
Roseville, MI

### **LBN — Roseville**

This group meets the 2nd and 4th Friday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.

08:15am — 09:45am

Scrambler Marie's  
27909 Orchard Lake Rd.  
Farmington Hills, MI

### **LBN — Senior Support Services**

This group meets the 2nd and 4th Friday every month. Please call prior to visiting: Jan Sherman (248) 788-0476 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

## Fridays

09:45am — 11:30am

Nautical Deli  
23839 Jefferson Ave.  
Saint Clair Shores, MI 48080

### **LBN — St. Clair Shores**

This group meets the 1st and 3rd Friday every month. Please call prior to visiting: (586) 883-5838 and for more information visit: <http://www.locbusnet.com/chapters.html>

Dues: \$290.00 every 6 months.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**[Www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)**

*You're Invited...*



## **Save the Date!!!**

Intelligent Office Troy invites you to join us on April 17 from 3pm—5pm for our Open House & Ribbon Cutting!!! Save the Date!

Join us for an Open House & Ribbon Cutting on April 17 from 3pm – 5pm; the Ribbon Cutting will be at 4:00pm.

Come see what Intelligent Office is all about, see the new Intelligent Office home, the amazing views from "The Top of Troy", and meet our incredible Intelligent Office Team.

Enjoy hors d'oeuvres and drinks. And, we will have some giveaways!!!

This is going to be an exciting event as we are working with the Troy Chamber, Southfield Chamber, and Rochester Chamber to ensure its success. And, we have invited City Council and the Mayor. Now, we just need you to come celebrate with us!

Mark your calendars and start inviting others. We look forward to seeing you then. Let us know if you have any questions: (248) 519-2300.

Intelligent Office  
755 W. Big Beaver Road Ste. 2020  
Troy, MI 48064



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
[www.IntelligentOffice.com/Michigan/Troy](http://www.IntelligentOffice.com/Michigan/Troy)



## Register now for Purpose Summit 2019 in Detroit! \*\*\*Already 50% Sold Out!\*\*\*

The Purpose Summit is a two-day experience bringing employers, employees, and entrepreneurs together to focus on building long-lasting, rewarding, impactful relationships by connecting individual and organizational purpose to their work.

- How Does Your ?Why? Motivate You Professionally Each Day?
- How Does Your Organization's "Why" Engage and Inspire Your Team?
- How Do You Communicate Your Purpose Effectively To Colleagues and Customers?
- How Are You Bridging The Generational Gap in Your Workforce?
- How Do You Create Transformational Experiences For Your Colleagues And Customers?
- How Do You Create A Contagious Culture of Purpose That Leads To Unprecedented Growth and Impact?

Join National innovative thought leaders, speakers, and coaches as they come together to answer these questions and help you adapt to the largest shifts occurring in the workplace right now!

Two Days. Two Cities. Unlimited Impact.

**Detroit** | April 29th & 30th

**Dallas** | September 2019

Learn More at [www.PurposeSummit.us](http://www.PurposeSummit.us)



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**Www.IntelligentOffice.com/Michigan/Troy**

# NEW TO NETWORKING?

A first impression is made in the first seven seconds of meeting someone and during this time you want to appear as a confident business professional. Confident body language can help you accomplish just that.

- Head and chest up. Shoulders back. Expand your body to take up space.
- Open torso with uncrossed arms. Smile at people walking by. Mirror other's body language. Always offer to shake hands.
- Have a firm and welcoming handshake.
- Have intriguing conversation openers.
  - Instead of "What do you do?" try, What is your favorite blog or pod cast? What are you passionate about? What are your hobbies?
- Have your mindset set to the giver mentality.
  - How can you help other people, not how they can help you. This mentality results in authenticity and confidence.
- Have a well developed elevator pitch!
  - Tailor your pitch to the networking event that you are attending! Stick to between one and three sentences to describe what you're all about and make it interesting by adding a few personal tidbits that can lead to more in depth discussion.

For more information visit: <http://businessmixers.com/tag/networking-tip/>



# TIPS FOR IMPROVING YOUR SALES PITCH

One of the keys to operating as a great entrepreneur is having a good sales pitch. One of the most challenging aspects of being a small business owner is focusing less on the finances and more on how, where and when you engage and welcome new customers. Differentiating yourself from competitors is the only way to reach out to new customers and win new business. Here are some tips to improve your approach.

- Understand how you're different from your competition. Truly understanding where and how you are losing business to other companies or providers will help you to clearly identify the difference in your platform and approach and use those discrepancies to your advantage in a sales pitch.
- Understand the needs of your customers. When you are identifying your potential customers, it's important to understand the entirety of the market. Conducting market research helps you to discover untapped customer needs and establish the viability of your entrepreneurial offering.
- Sell the benefits, not the features. People don't necessarily want to buy what you do or even what you make. People want to buy whatever it is that will help them out. If you can explain how your product or service benefits an individual customer instead of simply ticking off benefits, you'll have a more compelling sales pitch.
- Build dialogue. A sales pitch isn't a one-way, directed message like an advertisement or even a web site. A sales pitch should offer a two-way conversation to build a partnership to create a solution to a client's pain points. Leave enough room to listen, adapt to what you're hearing, and have a conversation. Not only will this technique lead to more sales but it also helps establish an ongoing relationship with a client outside of the sales transaction.



# TIPS FOR IMPROVING YOUR SALES PITCH

- Customize your pitch. One sales pitch simply isn't going to work for every customer. You'll be better off if you're prepared to refine your sales pitch for every customer you approach. Yes, this means doing research on particular customers, industries and specific pain points, but the more knowledgeable you appear, the more likely that your potential customer will trust that you will do everything you can to help them.
- Best different pitch methods. Your sales pitch is about a goal, which is making the sale, and no one technique works best for a given person. Experiment with some different techniques to see what works best for you and your entrepreneurial venture.
- Convert your pitch into results. At the end of your pitch, always highlight how your product or service will benefit your potential customer. Offering supportive statements like customer guarantees, success stories, and testimonials will back up your sales platform and help you land the sale.

For more information visit: <https://www.intelligentoffice.com/michigan/troy/blog/tips-for-improving-your-sales-pitch/>

Follow Intelligent Office on Twitter: [twitter.com/iotroy900](https://twitter.com/iotroy900)





# ALEXA FOR SMALL BUSINESSES: WHAT YOU NEED TO KNOW

## Are Alexa's 'Skills' Useful For a Small Business?

There are two types of virtual assistants, human and digital that you can use in your business. We talk about human virtual assistants a lot here at Intelligent Office, but there are also a variety of digital virtual assistant tools that you can use to automate tasks. One of the most popular tools is Amazon's Alexa, which makes it (relatively) easy for businesses to tap into the power of voice control.

If you love having Alexa in your home and try to use it whenever possible, it may be time to see how this voice-controlled tool can help you do more at the office. Here's what you need to know to get started with Alexa in your own business.

## First, check Amazon's Skill Finder for Alexa

If you're a skilled developer or programmer, Amazon makes it easy to build custom skills that mesh perfectly with business needs.

If software development isn't your forte. Amazon has curated a lengthy list of Alexa Skills, which can be found [here](#). If you look to the left-hand menu, you'll also notice a number of different categories. Many of the actions that are useful in an office can be found under the 'Business & Finance' sub-category.

## The most useful Alexa Skills for businesses

Searching through Amazon's catalogue of skills can be a project of its own, but here are some of the most useful skills you can utilize:

### Manage email with Astrobot

Have Alexa read your emails out loud while you enjoy your morning coffee or get the office organized. The tool uses Artificial Intelligence to categorize emails based on your



# ALEXA FOR SMALL BUSINESSES: WHAT YOU NEED TO KNOW (CONT'D)

Priority Inbox, starred emails, and more. You can also snooze, delete, or send off a quick response.

## **Keep tabs on your Shopify store**

With the Shopify Alexa skill, eCommerce businesses using Shopify can ask Alexa for a business summary, get sales reports, determine which orders need to be fulfilled, and more.

## **Access travel information with Expedia**

If you travel for work frequently, Expedia's integration with Alexa may be useful. By enabling this skill, users have on-demand access to important travel information. You can get trip updates, flight status, information about connections, and more.

## **Schedule meetings with QuickEvents**

Quickly add a meeting or event to your Google Calendar with this skill. It also checks for conflicting events.

## **Manage your phone with Mastermind**

This highly-reviewed app is in beta at the time of writing, and you'll need to join the waitlist or make a one-time \$15 payment to use it. Once you have access, use this skill to send and read SMS text messages, make and answer phone calls, find your phone, get notifications, launch apps on your phone or TV, and more.



# ALEXA FOR SMALL BUSINESSES: WHAT YOU NEED TO KNOW (CONT'D)

## **Alexa's small business capabilities are still under development**

Admittedly, this new technology is experiencing growing pains and its businesses uses are relatively narrow. But, even if you don't use Alexa for daily business operations, it does represent a very interesting move toward more voice-controlled searches and software. In that sense, it could be worth learning more about these tools, especially since they'll become more powerful and useful over time.

For more information visit: <https://www.intelligentoffice.com/blog/alexa-for-small-businesses-what-you-need-to-know>

Follow Intelligent Office on Twitter: [twitter.com/IOMichigan](https://twitter.com/IOMichigan)



# 9 CREATIVE VIRTUAL OFFICE USES

Many people are unaware of the versatility of a virtual business service. Yes, we do provide office space for businesses in need, but there's much more to the service than just the space itself. Here are nine creative virtual office space uses that you might not have considered.

## **1. Advertising:**

Small business owners have to look for new ways to break through, and advertising provides that opportunity. Our virtual assistants are capable of posting online ads on behalf of businesses in order to boost visibility and sales.

## **2. Event Networking:**

If you're hitting the road for an industry conference or event, virtual office spaces can serve as a convenient meeting place for colleagues and prospects. Whether it's to talk business or simply introduce yourself, you know you'll have a professional and welcoming location.

## **3. Address Verification:**

Many small businesses that use a home address run into complications with their online business listings. With a virtual address, you can secure your listing for maximum online visibility while also legitimizing your small business in the eyes of consumers and credit lenders.

## **4. Interviews:**

Reviews are becoming very important as potential customers use feedback to judge the credibility and quality of a business. Our virtual assistant services are capable of contacting previous customers and conducting interviews. These interviews can be used for customer testimonials on social media, business websites, and advertising.



## 9 CREATIVE VIRTUAL OFFICE USES (CONT'D)

### 5. Temporary Services:

Virtual office services are designed to provide all of the services you need, when you need them. That means you aren't forced into a long-term commitment. If your receptionist is sick or on vacation, our virtual receptionists can take over until they return to work. We work with your budget and business needs to get the job done professionally, at an on-demand basis.

### 6. Follow Up:

If you prefer to send emails as opposed to phone interviews, our virtual assistants can professionally craft and send follow-up emails to customers. Not only can these responses be used for testimonials, but they also can reveal business blind spots and areas for improvement.

### 7. Formal Presentations:

Virtual office space comes with more than just a desk. Intelligent Office locations feature all of the latest office technology needed to make formal presentations. If you have a big opportunity, but your current office isn't up to par, using a virtual office space can help you make the right impression.

### 8. Reminders:

Time and money are wasted when customers forget or skip appointments. Our virtual assistant services can help businesses avoid those problems by confirming appointments with reminder calls or emails. These calls also give customers the opportunity to reschedule their appointments if plans have changed.



## 9 CREATIVE VIRTUAL OFFICE USES (CONT'D)

### 9. Expand Business Area:

The Intelligent Office network stretches across the entire United States, providing members access to any office location. This is a valuable feature for businesses that are not tethered to one specific business area. For businesses with clients in several locations, or businesses looking to expand their service area, our network of offices provide a reliable meeting point.

Our services at Intelligent Office are tailored to your business needs and budget. While these creative virtual office space uses may have been off your radar, you can now start brainstorming what could work for you and your business. Have an idea? Or a question? Contact an Intelligent Office near you, and get started today!

For more information visit: <https://www.intelligentoffice.com/blog/9-creative-virtual-office-uses>

Follow Intelligent Office on Twitter: [twitter.com/IOMichigan](https://twitter.com/IOMichigan)



# OUTSOURCED VS. LOCAL RECEPTION SERVICES: A COMPARISON

## A Small Business Owner's Guide to Reception Services

When choosing reception services, businesses have no shortage of options. You could hire a full time, in-person team member to captain the front desk and hold down the fort, but that's hardly the only option when deciding between reception options.

Nowadays, many businesses are opting for more modern reception solutions. These services provide an ideal way to balance costs with the true needs of the organization, whether you need part-time or full-time assistance. However, not all reception services are created equal.

Some business owners choose an outsourced solution (with receptionists from around the country and/or world), while others choose to outsource to more local providers with customized on-boarding procedures.

If you aren't sure which choice is best for your company, here's your guide to choosing reception services.

### Pros and cons of a traditional outsourced reception service

When most business owners think about working with an outsourced reception service, they imagine a traditional call center environment. Some perks to this option include:

- **A low cost-per-call** — these options tend to be affordable. If all you need is someone to take down and relay simple messages, these types of services can be a good fit.
- **24/7 availability.**



## OUTSOURCED VS. LOCAL RECEPTION SERVICES: A COMPARISON (CONT'D)

On the contrary, there are some true downsides to utilizing reception services from a call center or similar agency:

- **Receptionists generally lack in-depth training** and expertise in your industry, which limits the level of assistance that can be provided to callers.
- **Callers can often sense that they aren't speaking to a representative of the company** (whether due to language barriers or lack of subject expertise), which erodes trust and credibility in your organization.
- **Receptionists are unable to do much more than answer the phone and take messages.**
- **Huge turnover.** Staffing changes at call centers are as frequent as the public perception, so your business does not experience continuity.

### Pros and cons of a local reception service

On the other side of the coin you have local reception services, or virtual receptionists. The main con with this option is the cost — while still surprisingly affordable, a more personalized solution will cost more. Another potential downside is the upfront time commitment needed to successfully on-board your new virtual team member. While some providers (like Intelligent Office) offer comprehensive training, you'll still need to get a virtual receptionist up to speed on the specifics of your business operations.





# OUTSOURCED VS. LOCAL RECEPTION SERVICES: A COMPARISON (CONT'D)

**For many businesses, the positives greatly outweigh the negatives:**

- Due to localized training, callers will always feel like they're speaking to someone who "gets" them.
- When a virtual receptionist can't answer a question, it's easy for them to say, "That's a great question, let me check on that and get back to you." They're part of your team, so they know who to turn to for answers.
- Get your messages right away, as they come in. You can have them emailed to your Inbox, sent over text, or whatever you prefer. Many outsourced reception services simply send a round-up at the end of the day.
- If needed, virtual receptionists can handle other business tasks. Interviewing callers, sending follow-up information, and more are all possible.
- Staff is much more likely to feel like an integral part of a team making a real difference, so the average tenure with local reception services is far higher than at a call center.

## **Which type of reception service is right for me?**

Modern businesses need on-demand services that can meet their growing needs, and both reception services outlined here can theoretically meet that need.

However, if you're looking for a local and personalized solution that can truly grow with your company, local reception services offer the flexibility and skills you need.

For more information visit: <https://www.intelligentoffice.com/blog/outsourced-vs-local-reception-services-a-comparison>

Follow Intelligent Office on Twitter: [twitter.com/IOMichigan](https://twitter.com/IOMichigan)



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**Www.IntelligentOffice.com/Michigan/Troy**

# INTELLIGENT OFFICE— DID YOU KNOW?

## Did you know...

There is a difference between your published work address and a Primary Legal Address. Simply having a virtual office / mailing address is typically not considered a *Primary Legal Address* by most government taxation / licensing agencies and is often not compliant with state / city regulations for such?

### Intelligent Office has the solution.

We created a program called **Business Identity Live** to help your business establish Primary Legal Address and be compliant with most government taxation / licensing agents, State / City regulations, and acts as a brick and mortar location for your company. Please confirm with an attorney per your business needs. This package includes:

- Professional *Primary Legal Address*
- Business telephone number (as required per compliance)
- Calls answered LIVE by our professional Intelligent Assistants (as required by compliance / 10 calls per month included)
- First two meetings per month in our Day Offices (up to 8 hours each meeting / 16 hours total! Used or not, 16 hours is a minimum requirement for compliancy)
- Additional use of day office and/or conference rooms (small and large) available per the hour
- Locked private mail box
- Lobby Directory Listing
- Voicemail box accessible from anywhere
- Available use of Printer/Fax/Copier/Scanner business machines on site

You created a business to help protect your personal interests. Make sure you are 100% compliant. Contact the city about what they will allow for your business, as it can vary by type. Then contact us to find the best solution for compliance.

**Your Staff... Your Office... Your Success, The Intelligent Office.** That is our vision, and there is nothing more we want then to see your business grow and succeed.

For more information visit: <https://www.intelligentoffice.com/michigan/troy/> or call (248) 519-2300.



**INTELLIGENT OFFICE**  
*Your Business Simplified.*

(248) 519-2300  
**Www.IntelligentOffice.com/Michigan/Troy**