2018 - 2019
YOUNG PROFESSIONAL’S GUIDE TO NETWORKING & DEVELOPMENT IN BUFFALO NIAGARA

A program of:
BUFFALO NIAGARA PARTNERSHIP
OUR REGIONAL CHAMBER OF COMMERCE
When it comes to professional growth and development, making connections matters. How to meet other professionals, and where, is often a challenge. One of the best ways to continue your professional development, and make new connections, is by joining a professional organization.

This guide is a comprehensive resource of all the professional development organizations the Buffalo Niagara region has to offer. Choose from groups that are industry or interest specific or more general groups that cater to your needs as a young professional (like BN360 hint hint).

It doesn’t matter which group you choose, just that you get involved. You can never go wrong with an investment in yourself; you’re always guaranteed a return.

Get inspired by the networking tips highlighted throughout the guide to help you make more connections.

We have put this list together because BN360 aims to create an inclusive and collaborative network of resources that can empower talented individuals to achieve their goals for professional growth and success – this is not limited to just BN360 programming.

We are committed to the support and development of the young professional workforce, so they will remain committed to shaping a better tomorrow for Buffalo Niagara.

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P. S. Take a look at our bonus list of local leadership development programs. These are slightly different than professional development organizations. Leadership development programs are more formal courses you can enroll in, or apply for, to help you develop your leadership skills, better preparing you for current and future roles.

P. P. S. Is your organization not on the list? Let me know and I can get you added!
AMERICAN ADVERTISING FEDERATION (AAF BUFFALO)

aafbuffalo.com

SIGNATURE EVENT:
American Advertising Awards (February/March)

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.

AMERICAN BUSINESS WOMEN’S ASSOCIATION - WESTERN NEW YORK (ABWA WNY)

abwawny.com

SIGNATURE EVENT:
SHINE: Empower. Connect. Achieve (April)

ABWA WNY is made up of a diverse group of professional women who volunteer their time and expertise in an effort to support other business women in their search for professional development, leadership opportunities and networking.

ASSOCIATION OF FUNDRAISING PROFESSIONALS - WESTERN NEW YORK CHAPTER (AFP WNY)

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 practice.

Share Your Passion
Let your excitement for a company, product, or service come through in conversation. Your enthusiasm and interest will inspire others to join in quickly, creating a vibrant, two-way conversation.
Take the Time to Follow Up

Good, timely follow up is the key to turning an introduction into the start of a relationship. Try to personalize each follow up with a detail from your conversation.

AMERICAN INSTITUTE OF ARCHITECTS - BUFFALO/WNY (AIA BUFFALO/WNY)

aiabuffalowny.org

SIGNATURE EVENT:
Design Awards Gala (November)

AIA Buffalo/WNY has been the leading professional membership association for licensed Architects, Emerging Professionals, and Allied partners since 1857. The AIA serves as the voice of the architecture profession and as a resource for our members in service to society. The organization carries out its goals through advocacy, information, and community.

AMERICAN PLANNING ASSOCIATION - WESTERN NEW YORK (APA WNY)

wnyapa.com

SIGNATURE EVENT:
Annual WNY Awards (May)

APA WNY has been actively engaged throughout the WNY Region, serving and supporting the professional, student, and citizen planning communities through active programming and recognition events. APA members seek to implement inclusive planning and impart the beliefs of planning for the betterment of their communities.

AIGA UPSTATE NEW YORK

upstatenewyork.aiga.org

SIGNATURE EVENT:
Design Crawl (October)

AIGA Upstate New York provides education, networking, and support to students, professionals, and advocates for the ethical practice of communication design. As the largest community of design advocates, we work together with our international organization to advance designing as a professional craft, strategic tool and vital cultural force.
Find the Refreshments

Positioning yourself closely to the bar or refreshment area can help you make more introductions as this is an area where a lot of people gather.
Be an Active Listener

Active listening builds deeper trust and rapport. Use non-verbal cues like nodding, repeat or paraphrase statements, and use verbal affirmations like “I see”.

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 nation wide that comprise the 1.2 million member National Association of Realtors. Locally, BNAR is the “voice for real estate” in the WNY region. Our mission is to assist members in becoming successful, profitable, and knowledgeable, and to promote professionalism and real property rights.

BUFFALO NIAGARA HUMAN RESOURCE ASSOCIATION (BNHRA)

bnhra.org

SIGNATURE EVENT:
Legal Update (September)

BNHRA is the pre-eminent human resource professional organization in WNY. We are a group of diverse professionals involved in a variety of leadership and support roles within the HR management profession. BNHRA is an affiliate chapter of the Society for Human Resource Management (SHRM), the world’s largest human resource management association.

BUFFALO NIAGARA SALES & MARKETING EXECUTIVES (BNSME)

bnsme.org

SIGNATURE EVENT:
Executive of the Year and Elite Sales & Marketing Awards (March)

BNSME has been serving WNY since 1942. Our membership is made up of sales and marketing professionals, managers, VPs, and company owners all interested in developing relationships through peer networking and gaining valuable professional development from our monthly dinner meetings and seminars.
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.
INSURANCE WOMEN OF BUFFALO (IWOB)

insurancewomenbuffalo.com

**SIGNATURE EVENT:**
Brunch & Basket Raffle (May)

IWOB is a local chapter of Federation of New York Insurance Professionals (FNYIP) that serves its members by providing professional education where members can grow, learn and develop their careers. Our membership consists of insurance professionals, including: agency owners, underwriters, risk managers, customer service representatives and claims adjustors.

NATIONAL BLACK MBA ASSOCIATION - WESTERN NEW YORK CHAPTER (NBMBAA WNY)

nbmbaa.org/nbmbaa-western-new-york-chapter

**SIGNATURE EVENT:** N/A

The NBMBAA WNY leads in the creation of educational opportunities and economic growth for Black professionals. We are committed to making an impactful and sustainable difference through innovative programs, partnerships with key stakeholders, and increased awareness and access to graduate management programs and career opportunities in management fields.

NATIONAL ASSOCIATION OF WOMEN BUSINESS OWNERS - BUFFALO NIAGARA (NAWBO)

nawbowny.org

**SIGNATURE EVENT:**
Each One Reach One (March)

NAWBO Buffalo Niagara is one of the greatest organizations to help women business owners. NAWBO fosters a network of women entrepreneurs, is a strong voice on important advocacy issues, and provides high quality educational programs for a dynamic and diverse group of women business owners and chapter partners.

**NETWORKING INSPO #6**

**Use the Business Card**

Use business cards to make small notes about the meeting. This is a great way to personalize your follow up and start building strong relationships.
Networking Inspirations

**NEW YORK STATE WOMEN, INC. - BUFFALO NIAGARA CHAPTER (NYSWBNC)**

bncwomeninc.org

**Signature Event:** **Women in Leadership** (June)

NYSWBNC fosters the success of women in the workforce throughout Western New York – offering career advancement resources, work/life strategies, leadership development, and personal and professional connections.

**NEXT GENERATION OF INSURANCE PROFESSIONALS - BUFFALO (NEXT GEN)**

wnyagent.com/nextgen

**Signature Event:** **WNY Young Professionals Networking Event** (November)

Next Gen is a professional skills development and networking group open to individuals under 40, or those who are new to the independent insurance industry. Membership is not limited to agents only; it is open to anyone involved in or supporting the insurance industry, including all agency and company personnel. This is a great way to network with the future of the insurance industry!

**NEW YORK YOUNG INSURANCE PROFESSIONALS (NY-YIP)**

younginsuranceprofessionals.org/ny

**Signature Event:** **Buffalo I-Day** (April)

NY-YIP is an organization dedicated to the professional and personal growth of newcomers to the insurance industry and an affiliate of PIANY, a trade association representing professional, independent insurance agencies, brokerages and their employees throughout the state.

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**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.
NICKEL CITY JEWS

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

SIGNATURE EVENT: N/A

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.

SOCIETY OF FINANCIAL SERVICE PROFESSIONALS - BUFFALO CHAPTER (FSP)

societyoffsp.org/buffalo

SIGNATURE EVENT: Summer School & Social (July)

FSP’s goal is to foster productive relationships and promote an environment in which our members become assets to each other to build knowledge and increases his/her stature in the field, and their firm, by association. We are a leader in high-level education by providing access to and programming by industry experts.

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

prsabuffaloniagara.org

SIGNATURE EVENT: Excalibur Awards (June)

PRSA is the world’s largest organization for public relations professionals. The Buffalo Niagara Chapter has members representing all areas of business and industry and is composed of entry-level to seasoned professionals from various sectors. Ample networking opportunities exist year-round at monthly chapter-sponsored programs and events.

YNPN GREATER BFLO (YOUNG NONPROFIT PROFESSIONALS NETWORK)

ynpgreaterbflo.org

SIGNATURE EVENT: YNPN Summit (March)

YNPN Greater Bflo is made up 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 for the good of our community. Alongside these emerging leaders, we’re building a diverse and powerful social sector that can support and strengthen our region.
LEADERSHIP DEVELOPMENT PROGRAMS

CANISIUS COLLEGE CENTER FOR PROFESSIONAL DEVELOPMENT (CPD)
canisciuscpd.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. This means that creating curiosity, changing how a learner thinks about how they do their work, and ensuring that learners can apply their newfound knowledge immediately on the job, are critically important to us.

EMERGING BUSINESS LEADERS (EBL)
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. EBL is the conduit for WNY’s emerging professionals, offering unique and valuable experiences. We cultivate the next generation of leadership through personal and professional development to drive and support growth in our community.

LEADER EXCHANGE
thepartnership.org/leaderexchange
The Buffalo Niagara Partnership’s Leader Exchange Program is a unique peer-to-peer, leadership development program intended specifically for young professionals. Leader Exchange is for developing leaders interested in honing their skills and learning how to navigate business and industry in Buffalo Niagara.
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
Leadership Buffalo is Making Buffalo Better. Through collaborations, community awareness, and civic engagement, we are uniting 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. Through these programs, Leadership Buffalo has expanded WNY’s social capital by graduating more than 3,000 individuals.

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.
BN360 corporate members are companies dedicated to the professional development of their young professionals (YPs). By investing in membership, these companies have provided access to over 15 events per year for every YP in their organization. Thank you to these organizations for being committed to fostering a positive culture and workplace environment for YPs.

Thank You to Our 2018-2019 BN360 Corporate Members

Alliance Advisory Group, Inc.  
American Niagara Hospitality  
Androozzi Bluestein LLP  
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Bond, Schoeneck & King PLLC  
Brady Corp.  
Buffalo Prep  
Buffalo Rising Magazine  
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ClearView Social, Inc.  
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Whole Foods Market- Buffalo  
WKBW-TV- Scripps Media Inc.
LEADER EXCHANGE

DO YOU QUALIFY FOR LEADER EXCHANGE?

• Are you a leader with at least seven years of business, industry or professional experience?
• Do you manage at least one person?
• Are you committed to your professional development?

HOW THE PROGRAM WORKS:

• Monthly, two-hour morning sessions
• Cost effective - only $1,000 for the year
• Focuses on specific goals and objectives of group participants
• Groups limited to 15 people, conducted in a private, confidential setting

thepartnership.org/leaderexchange

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#8 Be Prepared
Check attendance lists in advance, choose a few people you’d like to meet, and do your research. Being prepared can make you feel more confident walking into a room.

#9 Resist the Familiar
One way to grow your network is to build upon the one you already have. Don’t spend time with people you know, instead, ask them to introduce you to someone new.

#10 Dress to Impress
If you aren’t sure what the dress code is, try checking social media. If that doesn’t work, it’s always better to be overdressed than underdressed – but stay authentic to you.

#11 Speak Up
Most networking events get loud – make sure you speak loudly and clearly. Look for social cues - if the person is leaning in, they probably can’t hear you.

#12 Body Language
Have an open and inviting stance and arm position. Make eye contact and maintain interested facial expressions – don’t forget to smile!