

FOCUS ON SMALL BUSINESS

Small Business ... Big Results



MAKING CONNECTIONS ... GROWING YOUR BUSINESS

Doing Business With...

Cultivate relationships with professionals in coveted industries and get the necessary skills to become bid savvy. This Bi-monthly program is designed to support small businesses by providing extra opportunities for networking, training and additional development.

Power Hour Speaker Series

The Power Hour Speaker Series provides an environment for members to connect with influential leaders and receive information that can help with their business development needs. Four times per year, presenters from industry-leading companies share personal business successes, best practices and success strategies.

Past speakers include:

- ▶ **Father Greg Boyle**
Founder & Director
Homeboy Industries
- ▶ **Monica Lozano**
Publisher, La Opinión
- ▶ **Betty Porto**
Owner, Porto's Bakery & Café
- ▶ **Luc Robitaille**
President, LA Kings
- ▶ **Gregg Spiridellis**
Co-Founder & CEO
JibJab Media Inc. and StoryBots
- ▶ **Jerry West**
Executive Director, Northern Trust
Open and former NBA All-Star

Referral Network

This monthly referral forum enables members to expand their contacts, develop strategic relationships and exchange legitimate business leads.

Previous programs include:

- ▶ Working your competitive advantage
- ▶ Outshining the competition
- ▶ Touch points to boost your company's bottom line
- ▶ Putting your best business game face forward

Small Business Council

The Chamber's flagship small business forum meets regularly to help set the Chamber's advocacy agenda and facilitate the discussion of timely business issues and thought-sharing between small business members.

Small Business Owners Roundtable

Connecting small business owners, the roundtable provides a peer-to-peer forum for members to build meaningful relationships, discuss opportunities and issues, and share best practices that drive BIG results.

Previous programs include:

- ▶ Technology
- ▶ Smart public relations strategies
- ▶ Boosting your business financial intelligence
- ▶ Entrepreneurial leadership

Los Angeles County is the small business capital of the world, with more than 200,000 small businesses. From startup companies, to minority-owned firms, to rapidly expanding businesses, the L.A. Area Chamber proudly supports small business owners and their employees through a variety of business and professional development programs.

The Chamber offers many other programs and services for small business members, including complimentary ribbon cutting ceremonies and notary services, discounts on meeting room rentals and utility costs and much more. Learn more at lachamber.com/bottomline.

Tech Thursdays

In partnership with Microsoft Corporation, Tech Thursdays help small businesses leverage technology to improve their bottom line and day-to-day operations.

BUSINESS CONNECTIONS

The best networking in the L.A. region



From referrals, to networking functions, to business matchmaking, the Chamber's many business development programs provide opportunities to make connections and build business relationships throughout the year.

PROVIDING VALUE TO MEMBERS

- ▶ Access useful business resources
- ▶ Build connections
- ▶ Utilize cost-saving programs
- ▶ Increase visibility
- ▶ Keep yourself informed
- ▶ Attend special briefings

TAPPING INTO THE POWER OF THE CHAMBER

Bottom-Line Benefits Program

Provides lower overall costs by offering substantial discounts on shipping, parking and office supplies.

Member Advantage

Chamber members save money on the products and services of fellow Chamber members. Participation also provides expanded exposure for small business products and services.

Calendar of Events

The Chamber's full calendar of events is always available and up to date at lachamber.com/events.

NETWORKING OPPORTUNITIES

Accenture Pancakes & Politics Breakfast Speakers Series

The Accenture Pancakes & Politics Breakfast Speaker Series features distinguished elected officials and opinion leaders discussing timely political issues. This program is open to Board and Circle level members only.

Ambassadors Club

The Chamber's Ambassadors are member volunteers who educate and involve other members in Chamber programs and services to maximize their membership investments. Ambassadors call on all new members and encourage them to take advantage of the business development opportunities offered through the Chamber, represent the Chamber at ribbon cuttings and special events, greet attendees at Chamber signature events and meet monthly to plan for upcoming activities and training.

Business After Hours Mixers

The Chamber's Business After Hours Mixers create an opportunity for members and non-members to mingle and build business relationships in an informal, relaxed business setting. The mixers are held six times per year in partnership with other local business organizations and attract professionals from many industries.

Member Orientation

Held quarterly, Membership Orientations give new member businesses an opportunity to learn about the Chamber's programs and how to best utilize their membership, as well as provide an opportunity to network with other Chamber members.

Public Policy & Industry Councils

The Chamber's Councils make recommendations to the Chamber's leadership on important policy issues. The councils meet on a regular basis to address the issues that affect your company's bottom line. Council meetings are open to all members and any representative from a Chamber member company is welcome to attend. As a participant, you can share your perspectives, weigh in on issues that impact your company and our region and meet other business professionals.

Westside Connect

Westside Connect is a monthly program for L.A. Area Chamber members located in West L.A. and the beach communities to network over breakfast in the neighborhood where they do business.

Being part of the Chamber helps the American Red Cross Los Angeles Region connect with key business leaders to prepare for and respond to disasters, both large and small."

— Jarrett Barrios
CEO

American Red Cross Los Angeles Region