



National Sales Network, Atlanta Chapter

New Member Orientation Packet



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We are happy to welcome you as a new member with the National Sales Network of Atlanta!



The NSN Atlanta Chapter Leaders would like to welcome you as a new member of the National Sales Network of Atlanta. This is your welcome packet and member guide to keep you connected and to assist you along your journey to reaching your goals as an NSN Member.

Welcome from our Membership Team

National Sales Network - Atlanta
2870 Peachtree Road Ste. 458
Atlanta, GA 30305

Dear New Member:

It gives me great pleasure to welcome you to the Atlanta Chapter of the National Sales Network (NSN), your premier networking association for diverse sales professionals! By joining our amazing organization, you have indeed taken an important step towards investing in your future. NSN is a 501(c)(3), not-for-profit membership organization whose objective is to meet the professional and developmental needs of sales and sales management professionals, as well as individuals who want to improve their professional skills. In addition to providing supplemental training and skill development to its members, NSN can also assist you with cultivating your network of professional contacts who can provide you with critical information and resources to enhance your career goals and objectives.

One way to jump-start your membership is to become active with one of our committees:

- Events
- Admin/Communication
- Membership
- Business Development/Finance
- Marketing
- Community Service

An additional way to boost your involvement with the Atlanta Chapter is to join us in our philanthropic endeavors. At NSN, we aren't just recognized for our dynamic professional growth and networking opportunities. We make our presence known in the community by giving back to those who need us most. For information on how to take part in our volunteer efforts or join one of our committees, please contact us on our website www.nsnatlanta.org.

With your help, the Atlanta chapter looks forward to 2015 being an extraordinary year. Again, welcome to NSN!

Sincerely,
Delven Barfield, V.P. of Membership



To become the organization of choice that supports a diversity of sales professionals in meeting their training and developmental needs.



Our Mission



About NSN Atlanta

About NSN

Founded in 1992 - David Richardson

- Non-profit 501c3 professional membership organization
- 19 active chapters with over 1,700 members nationwide
- Network of over 20,000 sales and non-sales professionals
- Access to more than 50 corporate sponsors nationwide
- Almost 50% of members hold management level positions
- Hosts an annual Conference with 1,400 + attendees
- Hosts an annual Diversity Career Fair

About NSN Atlanta Chapter

National Chapter of the Year Award Recipient 2012 & 2014

- Chapter founded in 1998
- 200+ Members
- 100% membership increase since 2009
- Over 85% of NSN members hold Bachelor degrees
- Our sales professionals average 10+ years of experience
- National Chapter of the Year Award Recipient 2012 & 2014
- Industries represented include (but not limited to): Consumer Products, Pharmaceutical, Medical, Information Technology, Financial Services, Telecommunications, Industrial, Training, Media



President

Nicole Williams

- Manages the day-to-day operations of the Chapter



Director of Marketing

Jennifer Henderson

- Develops and manages marketing budget for each event
- Write/ distributes press releases/ Develops social media plan



Vice President of Events

Andrea Harper

- Develops Event Marketing Plan with Director of Marketing
- Develops Event agenda & event on site logistic



Director of Events

Nyah Jackson

- Develops individual budget for each event/ provides post recap
- Confirms event site selection 12 weeks out from date of event



Vice President of Business Development

Marvalesha French

- Sells new sponsors/ increases revenues from existing sponsors
- Accountable for chapter annual sponsor revenue goals



Director of Finance

Ryan Whitfield

- Custodian of all financial records for the chapter
- Develops and manages overall chapter annual budget



Vice President of Membership

Delven Barfield

- Develops annual membership goals/ Strategic plan by NSN CFN
- Responsible for and tracks monthly/ annual membership goals



Director of Administration/ Communications

Victor Williams

- Contact for all incoming correspondence
- (U.S. Mail/Website E-Mail)
- Maintains chapter officer contact list (with home address)



Director of Membership

Jeff Ferguson

- Develops annual membership goals/ strategic plan by NSN CFN
- Responsible for responding to individual membership requests

Leadership Team



Leadership Team



Board Chair
Mecca Moore



Board Member
Neil Hibbert



Board Member
Cheryl Coleman



**Philanthropy's
Chair**
Natasha Kalicharan



**Mentoring
Co-Chair**
Russell Hopson



**Mentoring
Co-Chair**
Kenneth Middleton



As a Member of the National Sales Network, members receive the following benefits:

- FREE Admission or Discounts to ALL Chapter Events
- \$100 Discount on Annual Conference Registration
- Priority Access to Sponsors
- Admission to Annual “Members Only” Events
- Leadership Development
- Community Involvement
- Priority Access to Sponsors
- Skill Development
- Networking

Member Value Proposition

Skill Development

- Learn and cultivate skill sets without interrupting your professional career
- Professional sales and sales management training and development opportunities

Networking

- Connect with professionals in your market and across the globe
- Gain access to local and national corporate partners
- NSN Job Board and career coach access

Community Involvement

- Learn and cultivate skill sets without interrupting your professional career
- Mentoring opportunities and other local chapter initiatives

Financial Return

- Free and/or discounted admission to chapter events
- Discounts on annual conference registration



Calendar of Events

January

Saturday, January 24th 2015

11:30am - 2:30pm

Annual Signature Event State of the Organization Jazz Brunch

February

Thursday, February 20, 2015

6:30pm - 8:30pm

NSN Seminar Marketing Your Personal Brand

March

Saturday, March 21, 2015

1:00pm - 3:30pm

NSN Pre-Conference Mixer

Saturday, March 29, 2015

9:00am - 3:00pm

April

Saturday, April 18, 2015

9:00am - 12:00pm

NSN Seminar Building Effective Networks that Work
NSN Student Mentoring Program

May

Thursday, May 21, 2015

6:00pm - 8:30pm

Women in Leadership "Dream Chasers"

June

Saturday, June 13, 2015

6:00pm - 10:00pm

NSN Networking & Fundraiser Sips Around the World

July

Thursday, July 18, 2015

6:00pm - 8:30pm

NSN Networking Members Only
Pre-Conference Kick-Off/Member's Appreciation

August

Wednesday, August 5, 2015 -

Saturday, August 8, 2015

National Annual Conference Dallas, TX

September

Thursday, September 17, 2015

6:30pm - 8:30pm

NSN Seminar President/VP Panel Discussion

October

Thursday, October 8, 2015

6:00pm - 9:00pm

NSN Networking: Sales Impact Awards

December

Friday, December 5th, 2015

Gala

NSN seeks individuals who would like to get involved with the leadership of NSN. If you can bring specific skills and experiences to NSN, we are interested in speaking with you.

Please contact the specific chair of the committee you're most interested in below to find out more information on how you can become involved.

NSN Committee Information

Chapter President - Nicole Williams. Nicole Williams oversees all NSN-Atlanta committees.

Contact Information for Chapter President: president@nsnatl.org

Event Committee: NSN-Atlanta's Events Committee is overseen by Andrea Harper, VP of Events and Nyah Jackson, Director of Events. Together, they manage all of NSN's events including logistics, planning and any other event related responsibilities.

Contact Information for the Events Committee:

vpevents@nsnatl.org

eventsdirector@nsnatl.org

Membership Committee: NSN-Atlanta's Membership Committee is overseen by Delven Barfield, VP of Membership and Jeff Ferguson, Director of Membership. Together, they manage all membership opportunities and benefits.

Contact Information for the Membership Committee: vpmembership@nsnatl.org

membershipdirector@nsnatl.org

Finance Committee: NSN-Atlanta's Membership Committee is overseen by Ryan Whitfield. Ryan manages NSN-Atlanta's budgetary concerns.

Contact Information for the Finance Committee:

finance@nsnatl.org

Mentoring Committee: NSN-Atlanta's Mentoring committee is managed by Kenneth Middleton and Russell Hopson. They handle all current and future mentoring opportunities that NSN provides.

Contact Information for Mentoring Committee:

mentoring@nsnatl.org

Philanthropy Committee: NSN-Atlanta's Philanthropy committee is managed by Natasha Kilacharan. Natasha handles all philanthropic activities NSN is involved in around the city of Atlanta.

Contact Information for Philanthropy Chair:

philanthropy@nsnatl.org

Administration Committee: NSN-Atlanta's Administration Committee is overseen by Victor Williams. Victor handles all NSN operations, administrative, technical and overall logistics for NSN-Atlanta.

Contact Information for Administration Committee:

administration@nsnatl.org

Get Involved



Become A Sponsor

Our loyal sponsors play an important role in our overall success! As a Sponsor of the National Sales Network Atlanta Chapter, you will have access to a unique group of sales diversity professionals within a variety of business industries. The NSN Annual Conference and Diversity Career Fair has brought in more than 1,000 sales and marketing professionals from across the globe. Attendees include Sales and Sales Management Professionals, Entrepreneurs, Corporate Executives as well as Aspiring Business & Marketing Professionals. A few of our sponsors include StateFarm, Novo Nordisk, Grainger, Country Financial, AT&T, AutoTrader.com, Johnson & Johnson, UnitedHealth Group and many more!





Stay up to date with our upcoming events
& daily communications by connecting
with us on Social Media!

Join Our Newsletter:

Go to www.nsnatlanta.org to subscribe.

Fan Us on Facebook:

www.facebook.com/NSNAtlanta

Follow Us on Twitter:

www.twitter.com/NSNATL

Join Us on LinkedIn:

www.linkedin/in/nsnatlanta

Follow Us on Instagram:

@nsnatl

Stay Connected!! @nsnatl



Connect With Us

National Sales Network (NSN) Atlanta Chapter

New Member Profile

Welcome to the NSN Atlanta Chapter! Our leadership team would like to know you better! Please complete and submit your "New Member's Profile" to VP of Membership, Delven Barfield (vpmembership@nsnatl.org).

Name: _____ Date: _____

Address: _____

Occupation: _____ Employer: _____

How long have you been with current employer? _____ Birthday: _____

How did you hear about NSN-Atlanta?

Friend _____ Online/Social Media _____

Company _____ Other: _____

What would you like to gain from being an NSN member? _____

What are your strengths? _____

What are some areas you'd like to improve upon? _____

Are you interested in offering your services to help grow the NSN Atlanta Chapter?
If so, please check the leadership team you could assist with.

Marketing Events Finance Philanthropy Membership

Business Development Mentoring Administration

Would your company be interested in becoming a sponsor for NSN Atlanta Chapter?

Yes No More Information

What are some of the programs you would like to see from NSN to enhance your career development?
