

Calendar of Events

April 15, 2025

Launch Loudoun Lunch and Learn: Meet the Primes hosted by the Metropolitan Washington A

Dulles Airport

1 Saarinen Circle

Dulles, VA 20166

11:00 AM - 01:00 PM EST

Alberto Fernandez, 571.641.0938

alberto.fernandez@loudoun.gov

Meet the General Contractors!

Join us for a dynamic networking event presented by Loudoun County Economic Development and the Metropolitan Washington Airports Authority (MWAA). This gathering brings together leading professionals in construction and development, offering you the opportunity to connect with general contractors, learn about upcoming projects. Whether you're looking to expand your network or explore new collaboration opportunities, this event provides the perfect platform to engage with industry experts and elevate your business.

Register: [Registration Link](#)

Date: April 15th

Time: 11am-1pm

Location: Washington Dulles Airport, East Ground Transportation Center

Directions to Event: Enter the airport through Arrival Door 7, located on the lower level, and the event will be located to the left of baggage claim in the Conference Center. The event will be across from Baggage Claim 1 & 2.

Parking: Guests are advised to park in the Terminal Parking on the lower level. This parking lot will be directly located across from the entrance of the event. The cost to park is \$7/hr. Parking will not be validated.

Don't miss this unique opportunity to meet the contractors shaping the future of our region. Register now and secure your spot!

Lunch will be provided courtesy of PNC Bank.

April 16, 2025

Chamber 101 Webinar: Unlocking Revenue Opportunities in 2025

Zoom Meeting

06:00 PM - 07:00 PM EST

Diane Natour, (703) 839-8140

Diane@novahispanicchamber.com

Unlock Opportunities for Success: Free Webinar on the Benefits of Membership with the Northern Virginia Hispanic Chamber of Commerce

Join us for an engaging and informative webinar where you'll discover the unique advantages of becoming a member of the Northern Virginia Hispanic Chamber of Commerce (NOVAHCC). Whether you're an entrepreneur, business professional, or community leader, this session is designed to show you how membership can be your gateway to growth and success.

Event Details:

Date: March 19, 2025

Time: 6:00 pm to 7:00 pm

Location: Online

Cost: Free

What You'll Learn:

Exclusive Networking Opportunities: Connect with influential business leaders, community partners, and entrepreneurs in Northern Virginia and beyond.

Educational Programs: Gain access to professional development workshops, leadership training, and resources tailored to support Hispanic professionals.

Business Growth: Learn about our Revenue Accelerator programs and how we can help you drive sales, find new clients, and expand your market reach.

Advocacy and Representation: Understand how the Chamber supports Hispanic businesses through advocacy and partnerships with local, state, and national organizations.

Member-Only Perks: Explore discounts, promotional opportunities, and other exclusive benefits reserved for NOVAHCC members.

Who Should Attend?

Small business owners looking to grow and thrive.

Professionals seeking career advancement and networking.

Organizations aiming to engage with the international community in our region.

Why Attend?

Existing members or prospective members who want to learn more information about how affiliation with us can empower your company to achieve professional and personal goals. Our membership is more than just an opportunity, it's a community committed to fostering success and driving meaningful impact.

Reserve Your Spot Today!

Spaces are limited, so don't miss out. REGISTER FREE TODAY. YOU WILL RECEIVE THE ZOOM LINK UPON REGISTRATION.

Take the first step toward joining a vibrant network dedicated to empowering Hispanic

professionals and businesses. We look forward to welcoming you!

May 20, 2025
- May 21, 2025

Sales Bootcamp: Your Path to Sales Mastery
Holland and Knight Training Room
1650 Tyson's Boulevard
McLean, VA 22102

09:30 AM - 04:00 PM EST

Join the Northern Virginia Hispanic Chamber of Commerce for the 2025 Elevate Sales Bootcamp: Your Path to Sales Mastery!

Are you ready to elevate your sales skills and maximize your career potential? The Northern Virginia Hispanic Chamber of Commerce invites you to participate in the 2025 Professional Sales Bootcamp: Your Path to Sales Mastery, a transformative program designed to empower professionals like you with the tools and strategies needed to excel in today's competitive marketplace.

This comprehensive program is packed with five interactive modules, each meticulously crafted to address the most critical aspects of the sales process. Here's what you'll gain:

Master the Initial Interaction: Learn how to make impactful first impressions that build trust and lay the foundation for long-term relationships with your prospects.

Enhance Your Prospecting Skills: Gain actionable insights on what to do during and after prospecting to keep your pipeline robust and active.

Complete the Sales Cycle with Confidence: Discover proven techniques to move from initial contact to closing the deal, ensuring a smooth and successful sales process.

Leverage Cutting-Edge Technologies: Explore the latest tools and technologies that can streamline your workflow, enhance client engagement, and boost your productivity.

Interactive and Practical Learning: Engage in hands-on exercises, real-world case studies, and expert-led discussions to solidify your understanding and application of these concepts.

By joining this program, you'll not only refine your skills but also gain access to an invaluable network of peers, mentors, and industry leaders through the Chamber's dynamic community. This is more than a training program—it's an opportunity to accelerate your career and become a sales leader in your field.

Seats are limited, so don't miss your chance to be part of this impactful experience. Take the next step toward achieving your professional sales goals. Join us at the 2025 Professional Sales Bootcamp: Your Patch to Sales Mastery—where your success begins!

Secure your spot today! Contact us to learn more or visit our website to register. Let's achieve sales excellence together!

COST: \$995.00 For Non-Members for both days
\$ 139.95 for NOVAHCC Members for both days.

Thomas Ellis – President & Chief Sales Coach – EWC Consultants

With over 35 years of hands-on sales experience, Thomas Ellis is a seasoned sales management veteran and the driving force behind EWC Consultants. Thomas launched his professional sales career in the competitive copier industry and later moved into telecommunications with leading companies like Motorola and Nextel. Following the merger with Sprint in 2005, Thomas dedicated 13 years to Sprint Nextel, excelling in various Sales Manager and Director of Sales roles. His exceptional performance earned him Sprint/Nextel's highest accolade, the President's Council award, for an impressive 10 consecutive years.

*During his tenure, Thomas not only led successful sales teams but also coached and developed sales representatives and managers across diverse sectors including SMB, Enterprise, Education, State and Local Government, and the Federal Government. A graduate of Fordham University in New York City, Thomas holds a Bachelor of Science degree in Business Administration. He is widely regarded as a Subject Matter Expert (SME) in coaching and developing Business-to-Business (B2B) sales professionals. Today, as the Chief Sales Coach for EWC Consultants, Thomas partners with small business owners and sales professionals, guiding them to master core sales strategies that consistently lead to closing BIG deals. His philosophy is simple: Master the basics, and success will follow. His passion for empowering others led to the release of his book, *B.U.D. Better, Unique, & Desirable: The Sales Process That Gets Results*, along with several other e-books on sales techniques.*

Thomas frequently facilitates workshops for organizations like Northern Virginia Hispanic Chamber of Commerce, Maryland Small Business Development Center, Women's Business Center, Project Opportunity, and the Bowie Innovation Center, where he shares his expertise in coaching, consulting, and developing sales personnel and managers.

In 2024, Thomas launched The B.U.D. Sales Academy, a comprehensive platform designed to equip sales professionals with the tools they need to excel. The Academy offers a robust network of professionals, engaging webinars with industry experts, and seven specialized online courses tailored to the evolving needs of the modern sales landscape. His leadership in the field earned him a spot on the list of Top 15 Coaches in Washington, D.C., by Influence Digital Media in 2024.

Beyond his professional pursuits, Thomas is an avid golfer, a mentor to young adults, and a dedicated family man. He believes in making every interaction count, whether it's on the golf course or in the boardroom.

THIS EVENT IS POSSIBLE THANKS TO OUR SPONSOR: CAPITAL READINESS PROGRAM

May 21, 2025

Chamber 101 Webinar: Unlocking Revenue Opportunities in 2025

Zoom Meeting

06:00 PM - 07:00 PM EST

Diane Natour, (703) 839-8140

Diane@novahispanicchamber.com

Unlock Opportunities for Success: Free Webinar on the Benefits of Membership with the Northern Virginia Hispanic Chamber of Commerce

Join us for an engaging and informative webinar where you'll discover the unique advantages of becoming a member of the Northern Virginia Hispanic Chamber of Commerce (NOVAHCC). Whether you're an entrepreneur, business professional, or community leader, this session is designed to show you how membership can be your gateway to growth and success.

Event Details:

Date: May 21, 2025

Time: 6:00 pm to 7:00 pm

Location: Online

Cost: Free

What You'll Learn:

Exclusive Networking Opportunities: Connect with influential business leaders, community partners, and entrepreneurs in Northern Virginia and beyond.

Educational Programs: Gain access to professional development workshops, leadership training, and resources tailored to support Hispanic professionals.

Business Growth: Learn about our Revenue Accelerator programs and how we can help you drive sales, find new clients, and expand your market reach.

Advocacy and Representation: Understand how the Chamber supports Hispanic businesses through advocacy and partnerships with local, state, and national organizations.

Member-Only Perks: Explore discounts, promotional opportunities, and other exclusive benefits reserved for NOVAHCC members.

Who Should Attend?

Small business owners looking to grow and thrive.

Professionals seeking career advancement and networking.

Organizations aiming to engage with the international community in our region.

Why Attend?

Existing members or prospective members who want to learn more information about how affiliation with us can empower your company to achieve professional and personal goals. Our membership is more than just an opportunity, it's a community committed to fostering success and driving meaningful impact.

Reserve Your Spot Today!

Spaces are limited, so don't miss out. REGISTER FREE TODAY. YOU WILL RECEIVE THE ZOOM LINK UPON REGISTRATION.

Take the first step toward joining a vibrant network dedicated to empowering Hispanic

professionals and businesses. We look forward to welcoming you!

SWaM Certification Workshop (In Person)
Department of Economic Development of Loudoun County
43777 Central Station Drive, Suite #300
Ashburn, VA 20147
01:30 PM - 04:00 PM EST
Alberto Fernandez, 571.641.0938
alberto.fernandez@loudoun.gov
FREE WORKSHOP ALERT

In the competitive world of business, securing every possible advantage is critical for growth and success. For small businesses in Virginia, the Small, Women-owned, and Minority-owned Business (SWaM) Certification provides a unique opportunity to stand out, access lucrative State and city government contracts, and build strong networks in the public and private sectors.

Small business owners who are looking to participate in Virginia's specialized procurement and contracting opportunities are encouraged to become SWaM certified. The SWaM certification is a vehicle to promote economic growth of Virginia's businesses. Becoming SWaM certified is just the first step in doing business with the Commonwealth. Each year the state buys goods and services totaling more than \$8 billion. The Commonwealth of Virginia wants to do business with you and increase participation of small, women owned, and minority-owned businesses.

This workshop will cover the SWaM Program and certification/designation types, on-line application process, required documents needed to apply, and how to use the certification to do business with the Commonwealth (intro to eVA, Virginia's Online Procurement Portal). Bring your laptop and do it receiving one on one assistance.

What is SWaM Certification?

SWaM certification is a designation provided by the Commonwealth of Virginia, designed to promote economic opportunities for small businesses, women-owned businesses, and minority-owned businesses. This program connects these businesses to a wide array of state-funded procurement opportunities.

Why is SWaM Certification Important?

1. Access to State Contracts

Virginia spends billions annually on goods and services. A portion of this spending is allocated specifically for SWaM-certified businesses. Certification opens the door to these opportunities, giving your business a competitive edge.

2. Enhanced Visibility

Being listed in the SWaM database makes it easier for government agencies and larger companies to find and partner with your business. Many organizations actively seek SWaM-certified vendors to meet their diversity and inclusion goals.

3. Networking Opportunities

SWaM certification allows you to attend specialized networking events, workshops, and expos. These platforms are designed to connect you with key decision-makers and industry leaders, offering a direct route to new partnerships.

4. Strengthened Credibility

The SWaM designation is more than just a certification; it's a statement of trustworthiness and capability. It signals to potential clients and partners that your business meets rigorous state standards, enhancing your reputation in the market.

5. Support for Growth

Certified businesses gain access to training programs, mentoring, and resources

aimed at helping them scale and compete effectively in larger markets.

Who Should Get SWaM Certified?

Any small business in Virginia that qualifies as small, women-owned, or minority-owned should consider applying for SWaM certification. Whether you are a startup or an established enterprise, this certification can amplify your growth potential. For Virginia small businesses, SWaM certification is more than a credential; it's a gateway to new opportunities. By leveraging the program, you can unlock contracts, enhance your visibility, and establish a foothold in a highly competitive marketplace. Don't miss the chance to grow your business—start your SWaM certification journey today and position your business for long-term success. Presented by Chris Ley, Business Services Manager, Northern Virginia Region.

June 18, 2025

Chamber 101 Webinar: Unlocking Revenue Opportunities in 2025

Zoom Meeting

06:00 PM - 07:00 PM EST

Diane Natour, (703) 839-8140

Diane@novahispanicchamber.com

Unlock Opportunities for Success: Free Webinar on the Benefits of Membership with the Northern Virginia Hispanic Chamber of Commerce

Join us for an engaging and informative webinar where you'll discover the unique advantages of becoming a member of the Northern Virginia Hispanic Chamber of Commerce (NOVAHCC). Whether you're an entrepreneur, business professional, or community leader, this session is designed to show you how membership can be your gateway to growth and success.

Event Details:

Date: June 18, 2025

Time: 6:00 pm to 7:00 pm

Location: Online

Cost: Free

What You'll Learn:

Exclusive Networking Opportunities: Connect with influential business leaders, community partners, and entrepreneurs in Northern Virginia and beyond.

Educational Programs: Gain access to professional development workshops, leadership training, and resources tailored to support Hispanic professionals.

Business Growth: Learn about our Revenue Accelerator programs and how we can help you drive sales, find new clients, and expand your market reach.

Advocacy and Representation: Understand how the Chamber supports Hispanic businesses through advocacy and partnerships with local, state, and national organizations.

Member-Only Perks: Explore discounts, promotional opportunities, and other exclusive benefits reserved for NOVAHCC members.

Who Should Attend?

Small business owners looking to grow and thrive.

Professionals seeking career advancement and networking.

Organizations aiming to engage with the international community in our region.

Why Attend?

Existing members or prospective members who want to learn more information about how affiliation with us can empower your company to achieve professional and personal goals. Our membership is more than just an opportunity, it's a community committed to fostering success and driving meaningful impact.

Reserve Your Spot Today!

Spaces are limited, so don't miss out. REGISTER FREE TODAY. YOU WILL RECEIVE THE ZOOM LINK UPON REGISTRATION.

Take the first step toward joining a vibrant network dedicated to empowering Hispanic

professionals and businesses. We look forward to welcoming you!