

Calendar of Events

April 22, 2025
- May 20, 2025

NETWORK MASTERY FOR PEOPLE IN TRANSITION

Online

PO Box # 521

Fairfax, VA 22038

03:00 AM - 04:00 AM EST

Basile Lemba, 571-263-4190

basilelemba@yahoo.com

Are you in transition?

Do you know anyone in transition?

If so, then here is some good news. The Networking Institute (A 20+ year organization) has put together an excellent tool:

NETWORKING MASTERY for PEOPLE IN TRANSITION.

WHAT IS IT?

It is a comprehensive step-by-step program that will help you enhance your relationships, overcome your Networking challenges while giving you clarity on what to do next.

WHAT DOES IT DO?

It provides you with the needed soft skills to successfully adapt, communicate, and deal with the inevitable emotional challenges so you can achieve your goals. With this course, you will master the following:

- How to get clarity on what to do next.*
- How would you like to know how to reduce stress to a minimum?*
- What people or organizations should you contact?*
- How to approach and talk to them?*
- How to successfully follow-up with them?*
- And much more?*

HOW VALUABLE IS IT?

You will be able to network as easily as you drive your car and thereby dramatically change your life while increasing your revenues. Don't take our word for it.

Here is a random testimonial:

"I can honestly tell you that this course has totally changed my life. It has helped me overcome my fear and given me more self-confidence. I am now doing things I would never have thought possible before. While taking this course, I have increased my production by 300% in just a few months. I will highly recommend his course."

- Valerie Richardson, Coach/Consultant

HOW COSTLY IS IT?

It's a mere \$497

HOW EASY IS IT TO DO?

Just click on the registration link and lock your spot!

May 20, 2025
- May 21, 2025

Sales Mastermind: Your Path to Sales Mastery

Holland and Knight Training Room

1650 Tyson's Boulevard

McLean, VA 22102

09:30 AM - 04:00 PM EST

REGISTRATION IS NOW CLOSED. WE HAVE REACHED CAPACITY

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.

SPRING DISCOUNT OFFER: Those organizations that become members of Northern Virginia Hispanic Chamber of Commerce by May 18 will receive this 2-Day training included in the price of your annual membership at no extra cost. For membership you can apply online at this link <https://www.novahispanicchamber.com/join-us-today>

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 20, 2025

Launch Loudoun Lunch and Learn: Launch Your Business with Customer-Focused Marketing

Claude Moore Recreation & Community Center

46105 Loudoun Park Ln.

Sterling, VA 20164

11:00 AM - 01:00 PM EST

Alberto Fernandez, 571.641.0938

alberto.fernandez@loudoun.gov

Description: As an entrepreneur, you'll need more than good products or services to grow your business. It's also important to have strong customer-focused marketing strategies to reach your audience and turn them into loyal customers.

Register [HERE](#).

In this workshop, you will learn how to:

Create a compelling brand

Define your audience

Convert customers

Build loyalty and advocacy

Speaker: Sterling McKinley

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!

May 24, 2025

COCIERTO MUSICAL AMERICANOS SOMOS

Performing Center of the Arts at the Washington Liberty

1301 N Stafford St

Arlington, VA 22201

07:00 PM - 10:00 PM EST

Mayra Sulbaran, 571-365-2969

mayrasulbaranm@gmail.com

No es solo música... es tu propia HISTORIA.

"Americano Somos"

Imagina cerrar los ojos y en un instante viajar por los rincones de nuestro continente: las pampas de Argentina, las playas de Brasil, los Andes peruanos, el corazón vibrante de Colombia, los ritmos de Venezuela, la magia de las Antillas, el alma de México... Todo en una sola noche, todos celebrando nuestra cultura y herencia hispano americana en un mismo lugar.

El próximo 24 de mayo a las 7:00 pm, La Butaca Hispana te invita a vivir una experiencia única e inolvidable: el gran lanzamiento de "Americano Somos", el nuevo álbum del reconocido cantautor venezolano Jonathan Acosta (@AcostaCanta), nominado al Latin Grammy 2024 y aclamado como "La Nueva Voz de América".

Este no será solo un concierto. Será un reencuentro con tu memoria, tu raíz y tu orgullo de ser parte de una historia que atraviesa fronteras, ritmos y generaciones. Será un homenaje a todo lo que somos como Latinoamericanos. y ¡Tú serás parte viva de este retrato musical de las Américas!

? Lugar: Performing Center of the Arts at Washington Liberty

? Dirección: 1301 N Stafford St, Arlington, VA 22201

? Fecha: 24 de mayo

Prepárate para una noche llena de emoción, pasión, fuerza y esperanza.

Vamos a encontrarnos con valentía y orgullo, abrazando nuestras raíces y celebrando el futuro que construimos juntos.

¡Americano Somos, y nuestro corazón late más fuerte cuando estamos unidos! Reserva tu entrada y forma parte de esta noche mágica que quedará en tu memoria para siempre.

¡Te esperamos!

May 31, 2025

4th Annual Brick by Brick Gala for 1000 Schools ft. Shin Fujiyama

Valo Park, Tysons Corner

7950 Jones Branch Dr

McLean, VA 22043

06:00 PM - 09:00 PM EST

Amanda , 6313128506

Amanda@SHHkids.org

Join One Thousand Schools on Saturday, May 31st, as we gather the community of volunteers and supporters in D.C. with founder, Shin Fujiyama, to light the path to educational opportunities for VSBS students and children living in the Hogar de Niños in Villa Soleada.

Journey with us to Honduras, without leaving D.C., as we spend an unforgettable evening raising vital funds for education.

What Awaits You

Silent Auction: Bid on unique experiences, and carefully selected items with our new digital bid system!

Explore: Learn about Villa Soleada through immersive displays and cheer on the soon to be graduates of the Villa Soleada Bilingual school

Celebrate: Hear from Shin Fujiyama how running 3000km last year will build 26 schools in Honduras. Meet new OTS supporters and long time friends for an inspiring night out!

Your Support Matters: This year, our goal is to raise \$100,000 to fund critical infrastructure for education and housing for children in Villa Soleada. With your help, we can make an impact on their future.

Details

Date: Saturday, May 31st, 2025

Venue: Valo Park, 7950 Jones Branch Dr., McLean, VA

Time: 6:00 PM - 9:00 PM

Fare: Heavy hors d'oeuvres and open bar

Dress Code: Cocktail Attire

Estamos emocionados de invitarte al 4th Evento Anual Brick By Brick que llegará esta primavera. ¡Acompáñanos el sábado 31 de mayo mientras reunimos a la comunidad de voluntarios y patrocinadores de One Thousand Schools en D.C. con el fundador Shin Fujiyama para iluminar el camino hacia las oportunidades educativas para los estudiantes de Villa Soleada, Honduras!

Viaja con nosotros a Villa Soleada, sin salir de D.C., mientras pasamos una noche inolvidable recaudando fondos vitales para la educación.

Lo que te espera:

Subasta silenciosa: ¡Haz tus ofertas por experiencias únicas y artículos cuidadosamente seleccionados con nuestro nuevo sistema digital de pujas!

Explora: Conoce más sobre Villa Soleada a través de exhibiciones inmersivas y apoya

a los próximos graduados de la escuela bilingüe de Villa Soleada.

Celebra: Escucha de Shin Fujiyama cómo correr 3000 km el año pasado ayudará a construir 26 escuelas en Honduras. ¡Conoce a nuevos patrocinadores de OTS y viejos amigos para una noche inspiradora!

Tu apoyo es importante: Este año, nuestro objetivo es recaudar \$100,000 para financiar infraestructura crítica para la educación y vivienda para los niños de Villa Soleada. Con tu ayuda, podemos hacer una diferencia en su futuro.

Detalles del evento:

Fecha: Sábado, 31 de mayo de 2025

Lugar: Valo Park, 7950 Jones Branch Dr., McLean, VA

Hora: 6:00 PM - 9:00 PM

Comida: Bocadillos contundentes y barra libre

Código de vestimenta: Ropa de cóctel

Boletos:

Entrada anticipada: \$95 (Disponible hasta el 30 de abril)

Entrada general: \$115 (Del 1 al 30 de mayo)

Boletos el día del evento: \$125 (Del 30 al 31 de mayo)

Si el precio del boleto es prohibitivo, por favor envíe un correo electrónico a katie@shhkids.org para consultar sobre nuestros boletos con beca.

June 3, 2025

CEO Bootcamp Revenue Accelerator: Supercharge Your Business Strategy in 2025

Brambleton Library

22850 Brambleton Place

Brambleton, VA 20148

10:00 AM - 04:00 PM EST

Alberto Fernandez, 571-641-0938

alberto.fernandez@loudoun.gov

? Navigate the New Economy: Build Your Business GPS at the 2025 CEO Bootcamp Revenue Accelerator!

**Sponsored by Capital Readiness Program, USHCC & Loudoun County Economic Development.*

In today's turbulent economy, U.S. businesses can no longer afford to "drive by sight." The U.S. economic landscape — marked by inflation, soaring interest rates, labor costs, and uncertainty — demands that every business owner and C-level executive create a precise GPS to survive, adapt, and thrive in 2025 and beyond.

Having a Roadmap for your business means knowing exactly where you are, where you want to go, and how you'll get there — even when the road is rough. Without one, it's easy to drift, off course, waste resources, and miss critical opportunities.

That's why you can't miss the 2025 CEO Bootcamp Revenue Accelerator!

This is not another lecture — it's a hands-on strategy and execution lab where you'll craft your custom business GPS, sharpen your leadership mindset, and build a revenue-focused plan that works in the real world.

? Learn how to overcome today's challenges by mastering the 3 Key Questions Every Business Owner Must Answer.

? Strengthen your Financial Building Blocks to stabilize and grow faster.

? Discover how to drive cash flow through optimizing:

? Prospects | Conversion Rate | Purchase Amount | Transactions | Profit Margin.

Every great company understands that Cash, Margin, Velocity, and Growth are the non-negotiables for success — especially in the New Economy. At the CEO Bootcamp Revenue Accelerator, you'll learn how to harness these drivers with discipline and precision.

This is the roadmap high-growth businesses are using to win — now it's your turn.

? Date: June 3, 2025

? Time: 10:00 am to 4:00 pm (Light lunch will be provided)

? Location: BRAMBLETON LIBRARY

22850 Brambleton Place, Brambleton, VA 20148

(Free Parking Available!)

? Cost: \$39.95

Thanks to the generous support of our sponsors, the program cost is fully funded!

Required: Purchase of the copyrighted workbook (\$39.95)

? Space is extremely limited to 40 participants per session. Reserve your seat today by purchasing online your copywrited workbook.

Ready to drive your business to new heights in 2025 and beyond?

? Register Now and Start Building Your Business Roadmap to Thrive Despite the Current Economic Challenges.

?? Interested in sponsoring this event series?

? Call (703) 839-8140 or email events@novahispanicchamber.com

QUESTIONS? Contact Alberto Fernandez with Loudoun County Economic Development by email Alberto.Fernandez@loudoun.gov or contact Susana Marino at (703) 839-8140 or events@novahispanicchamber.com

THIS EVENT IS POSSIBLE THANKS TO THE SPONSORING FROM:

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.

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

professionals and businesses. We look forward to welcoming you!