



INSURANCE DIVERSITY INITIATIVE NEWSLETTER

Email us at

Diversity@insurance.ca.gov

about any events or updates you'd like to share with the Initiative and our stakeholders!

Deadline for submissions is the 25th of every month.

SEPTEMBER 2017

- Save the Date - 6th Annual Insurance Diversity Summit
- Diversity Events Calendar
- Do You Have a Success Story?
- 6th Annual Insurance Diversity Summit Sponsors
- Goldman Sachs 10,000 Small Businesses

Save The Date 6th Annual Insurance Diversity Summit

Tuesday, November 28, 2017
Sacramento, California

- Business Matchmaking
- Resource Expo
- Workshops
- B2B Networking
- ... and more!

[Registration Opens in October](#)

10,000 Small Businesses



Build your next success with practical business education access to capital and a supportive network of advisors & peers. Goldman Sachs **10,000 Small Businesses** is a program for small business owners that links learning to action. Through the program, you will receive the tools and support to develop customized growth plan that will take your business to the next level. You will also gain practical skills in topics such as negotiation, marketing, and employee management that you can immediately put into action.

Their program, designed by Babson College, the



Diversity Events Calendar

September

- [Hispanics in Energy - California Mexico Clean Energy Summit](#)
September 5-6, 2017
Sacramento, CA 95814
- [CalAsian Chamber of Commerce - 2017 Southern California Business Matchmaking](#)
September 7, 2017
Los Angeles, CA 90012
- [Latin Business Association - Edge Workshop](#)
September 12, 2017
Montebello, CA 90640
- [National Association of Minority and Women Owned Law Firms \(NAMWOLF\) - 2017 Annual Meeting & Law Firm Expo](#)
September 17-20, 2017
New York, NY 10036
- [Pacific Southwest Minority Supplier Development Council - San Diego Business Conference, Matchmaking & Expo](#)
September 18, 2017
San Diego, CA 92117
- [CalAsian Chamber of Commerce - Success Express Empower Workshops](#)
September 19, 2017
Sacramento, CA 95833

To submit a request for your Supplier Diversity or Governing Board Diversity-related event added to our calendar or to see upcoming events, please visit our [events calendar](#).

nation's top-ranked entrepreneurship school, is available ***at no cost to selected applicants***. Through the program you'll be given access to the tools and resources you need to develop a strategic and customized growth plan for your business.

TAKE YOUR BUSINESS TO THE NEXT LEVEL

Education for Business Growth: By partnering locally with colleges, they are able to help drive economic growth within small business communities while also providing a curriculum that focuses on immediately applicable skills. Through the program you will learn how to:

- Identify and evaluate business opportunities
- Understand and manage the competitive business environment
- Analyze financial capital
- Become a more effective leader
- Become a more skilled negotiator

Capital to Expand: Goldman Sachs **10,000 Small Businesses** will work with local, regional, and national Community Development Financial Institutions (CDFIs) and other mission-driven small business lenders to expand access to capital for local businesses. Through these partnerships, loans will be available to qualifying small businesses that lack access to affordable capital or may not qualify for traditional sources of credit.

A Network of Support: Through the program you will get opportunities to learn from other like-minded business owners, receive expert advice from business professionals and get one-on-one business advising.

IS YOUR BUSINESS READY FOR WHAT'S NEXT?

The program is designed for small business owners who have a business poised for growth. They look for applicants who are passionate about growing their business and creating jobs in their communities, and generally meet these criteria:

- Owner or co-owner of a business
- Business in operation for at least two years
- Business revenues of at least \$150,000 in the most recent fiscal year
- Minimum of four employees, including the owner

HOW THE PROGRAM WORKS

To get the most out of the program at Long Beach City College or Los Angeles City College you will be asked to invest your time to engage in the following:

- Attend a program orientation
- Complete 11 convenient learning sessions
- Participate in out-of-class activities, including completing assignments, attending networking events and business support clinics



Do You Have an Insurance Supplier Diversity Success? We Want to Hear from You!

Take a quick moment to fill out our survey <https://www.surveymonkey.com/r/388MZ69> or contact us directly at diversity@insurance.ca.gov.

- Develop a tailored plan for growth prior to graduation

Find out how to apply at <https://10ksbapply.com/>.

6th Annual Insurance Diversity Summit Sponsors



Extend your dedication to diversity while increasing your company's visibility as a sponsor of the 6th Annual Insurance Diversity Summit! Returning sponsors will also receive special recognition at the Summit.

We are excited to announce the returning sponsorship of Air-Tech Environmental, Inc. and Blaylock Van, LLC; and, the new sponsorship of En Pointe IT Solutions, Macias Consulting Group, Mischler Financial Group, and Trinus, Inc.!

If you are interested in adding your logo to our Summit by sponsoring this year's event, [please submit a completed form](#) and/or inquiries via email to diversity@insurance.ca.gov.

Submission deadline for sponsorship forms & logos (high-res) is October 13, 2017.

SPONSORSHIP LEVELS

Diamond Presenting Sponsor - \$2,500 (up to 3)

- Full page logo placement on back cover or inside cover of on-site Summit Program
- Prominent feature of logo in the plenary ballroom sponsor logo loop
- Featured speaker at the Annual Summit Opening Plenary Session
- Exclusive feature of logo on Diamond and Platinum Sponsor Board throughout Summit
- Spotlight Article on company in upcoming Insurance Diversity Newsletter reaching hundreds

Platinum - \$2,000

- Prominent full page logo placement in on-site Summit Program
- Inclusion of logo in plenary ballroom sponsor logo loop
- Featured speaker at the Annual Summit Luncheon
- Exclusive feature of logo on Diamond and Platinum Sponsor Board throughout Summit

Gold - \$1,500

- $\frac{3}{4}$ page logo in on-site Summit Program
- Inclusion of logo in plenary ballroom sponsor logo loop
- Brief moment to speak at the Annual Summit Luncheon

Silver - \$1,000

- $\frac{1}{2}$ page logo in on-site Summit Program
- Inclusion of company name listed in plenary ballroom sponsor logo loop
- Brief moment to speak at the Annual Summit Luncheon

Bronze - \$500

- $\frac{1}{4}$ page logo placement in on-site Summit Program
- Brief moment to speak at the Annual Summit Luncheon

All Sponsorship Levels Additionally Receive

- VIP Seating at Sponsor table in the plenary ballroom
- VIP coffee reception and photo with Insurance Commissioner Dave Jones
- Logo recognition on high visibility communications and media, including the Summit registration website, Insurance Diversity Newsletter, Insurance Diversity Initiative website, and on the sponsor board displayed prominently at the Summit.

NOTE: Sponsorship may not be accepted from insurers, individuals and/or organizations that have a formal relationship with the California Department of Insurance. Including: if you are licensed to do business by the Department; currently serve as an appointee to a board/committee, etc.

INSURANCE DIVERSITY INITIATIVE
Office of Insurance Commissioner Dave Jones
California Department of Insurance
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www.insurance.ca.gov/Diversity

STAY CONNECTED

