You can’t go wrong! No matter what market you are targeting, the EGC allows you to reach it. The event attracts attendees across all industries and in all stages of growth.

The EGC offers “tracks” of sessions, including new venture, growth and technology tracks. Our demographics indicate that about half of EGC participants attend sessions geared toward early-stage companies that are just beginning to flourish. The other half of EGC attendees choose sessions specifically for the seasoned entrepreneur in a much later stage of growth. Special interest tracks attract business owners in the technology sector and other niche markets.

Some of our past speakers have hailed from:
- Kinko’s/FedEx
- Chick fil-A
- Lillian Vernon
- NASA
- Deloitte & Touche
- Precision Therapeutics
- Pittsburgh Digital Greenhouse
- The Allegheny Institute
- True Commerce
- Dick’s Sporting Goods
- Many other successful companies that exemplify entrepreneurship at its finest.

About The Entrepreneur’s Growth Conference
With an inspiring keynote address, dozens of expert-led, information-packed workshops and live demonstrations, the EGC offers fresh views on cutting-edge topics, covering the latest trends that affect today’s entrepreneurs. The EGC’s Business Building Tradeshow concludes the day, housing more than 50 organizations that offer products and services geared toward helping businesses prosper.

There are two times for the tradeshow: 9:15 - 10:00 a.m. and 3:00 - 5:00 p.m. Please plan to be set up and ready by 8 a.m.

Agenda:
- 7:30-8:15 a.m.: Registration, Breakfast, Networking
- 8:15-9:15 a.m.: Welcome & Morning Speaker
- 9:15-10:00 a.m.: Trade Show
- 10:00-11:10 a.m.: Workshops I
- 11:20 a.m.-12:30 p.m.: Workshops II
- 12:40-2:00 p.m.: Luncheon & Keynote
- 2:10-3:15 p.m.: Workshops III
- 3:00-5:00 p.m.: Business Building Tradeshow, Networking Mixer, & Prizes

Some Past Exhibitors of the EGC Include:
- Allied Office Products
- American Entrepreneur Radio
- Blanling & Gypsy, LLP
- Buchanan Ingeroll
- CEO Forum of Pittsburgh
- Coastal Displays
- Comcast
- Data Minds, Inc.
- Dennis Piper & Associates
- Diakritk, Inc.
- Ditto Documentation
- Dollar Bank
- DQ 90.5FM
- Duquesne Light
- Enterprise Bank
- Exhibitry, LLC
- Highmark Blue Cross Blue Shield
- Horovitz Rudoy & Roteman
- Innovation Works
- Integrated Quality Systems
- Lamar Outdoor Advertising
- Management Science
- Microsoft
- Nauticomm
- Peak Performance
- Pittsburgh Business Times
- Pittsburgh Regional Alliance
- Pittsburgh Technology Council
- PNC Bank
- Risk Management Resources
- Smart Business Network
- SMC Business Councils
- University of Pittsburgh Office of Technology Management
- UPMC
- Wilke & Associates

Industries Represented at Prior Conferences Include:
- Health Care
- Pharmaceutical
- Construction
- Manufacturing
- Human Services
- Electrical
- Production
- Distribution
- Environmental
- Architecture
- Medical
- Supply
- Technology
- Biomedical
- Wireless Communication
- Marketing
- Rehabilitation

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Entrepreneur and offer his thoughts on sustainable management practices.

Jason will be speaking at this year’s Entrepreneur’s Growth Conference on May 12, 2011 at Duquesne University, where he will explore his journey as a serial entrepreneur.

In a span of 33 years, Jason Brown has started six different companies, has hired over 1,000 employees, has raised or invested over $60M for his various start-ups, and has served over one million customers. Jason has become an expert at understanding customer needs and buying behaviors. His current operation, Right By Nature, located in the Strip District, looks to serve consumers who have a flavor for organic and green products. However, Jason and his management team realize that some of their customers want top-selling brands such as Heinz and Charmin, and offering both makes his stores unique. The store, located on Smallman and 23rd Street, has a large selection of grocery items, bakery goods, pre-made meals and a small cafe.

When asked what makes his customers so loyal, Jason says, “They trust us. We work hard to give them what they are asking for and it’s working. For example, we know that our customers have busy lives – they want to save time. We are able to offer them on-line ordering. This trust is what allowed us to open our next phase of the operation – catering. Because we had loyal customers, we didn’t have to do a lot of advertising. In fact, we had close to $30,000 in first month sales.” Jason credits much of his success to his management team and what he calls their “intensity” at building a company.

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