No matter what market you are targeting, the Entrepreneur's Growth & Networking Conference allows you to reach it. The event attracts attendees across all industries and in all stages of growth. The EGNC offers “tracks” of sessions, including new venture, growth and technology tracks. Our demographics indicate that about half of EGNC participants attend sessions geared toward early-stage companies that are just beginning to flourish. The other half of EGNC 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.

With an inspiring keynote address, dozens of expert-led, information-packed workshops and live demonstrations, the EGNC offers fresh views on cutting-edge topics, covering the latest trends that affect today’s entrepreneurs. The EGNC’s Business Building Trade Show concludes the day, housing more than 30 organizations that offer products and services geared toward helping businesses prosper.

**AGENDA**

**Breakfast & Registration**
- 8:30 - 9 a.m.

**Forward Progress: Leveraging Leadership, Focus & Process to Surpass Goals & Find Success**
- 9:00 - 9:50 a.m.

**Breakout Session I: Three Workshops Offered**
- 10:00 - 11 a.m.

**Luncheon & Keynote Speaker**
- 12:35 - 2 p.m.

**Business Building Trade Show**
- 2 - 3:15 p.m.

**Breakout Session III: Workshops Offered**
- 3:15 - 4:15 p.m.

**Tradeshow Set-Up**
- 7:30 - 8:30 a.m. | Duquesne Union, 4th Floor

**Business Building Trade Show Set-Up**
- 7:30 - 8:30 a.m. | Duquesne Union, 4th Floor
**20th Annual**

**ENTREPRENEUR’S GROWTH & NETWORKING CONFERENCE**

**THURSDAY, JUNE 7, 2018**

*Build Exposure for Your Business*

*400 Attendees Expected*

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**2018 Workshops:**

- The Playbook for Turning Your Good Idea Into a Great Business
- Launch Like a Boss: Successful Entrepreneurs Share Their Start-Up Strategies
- Be Discovered: The 20 Places Your Business Needs To Be Online & How to Get There
- Fuel Your Marketing Funnel: How to Attract More Prospects & Convert More to Customers
- Negotiate to Win: How Pros Get To Yes, Close More Deals & Get Better Terms
- Turnaround Tales: How These Entrepreneurs Brought Their Businesses Back from the Brink
- HR Basics for Business: From Hiring to Healthcare & More
- Time Saving (and FREE) Tools, Hacks & Apps for Small Business Owners
- The Wild, Wild Web: Making a Living on the eCommerce Frontier
- Deal Me In: How These Entrepreneurs Built Goal-Smashing Crowdfunding Campaigns
- Let’s Meet Pittsburgh’s Small Business Lenders

*Workshops subject to change*

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**EXHIBIT SPECIFICATIONS**

When you purchase exhibit space at the Business Building Tradeshows, you receive:

- Your space in the exhibit hall includes one 6’ draped table, identification sign and two chairs.
- Two (2) complimentary full-day conference registrations.
- The option to register up to two additional individuals from your company at a discounted full-day rate of $99 (typical full-day rate is $119).

**EXHIBIT SET-UP – JUNE 7**

Set-up time: 7:30 – 8:30 a.m.  
(set-up must be complete when program begins at 8:30 a.m.)

Registration & Tradeshows: Duquesne Union, 4th Floor

Parking: Forbes Avenue Garage (If you have heavy materials, you can temporarily park outside of the Duquesne Union on Locust Street. Duquesne SBDC staff can assist you.)

**ANOTHER MARKETING OPPORTUNITY**

Make sure your message gets “in the bag!” Put a promotional item in the official conference tote bag so that every attendee receives it. You may include software, a pamphlet, a one-page marketing piece or one promotional item of your choosing. The tote bag holds all essential conference materials including the Conference Program.

Cost: $200

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“*I have worked with many SBDCs all over the United States. The SBDC program in Pittsburgh has the most supportive and enthusiastic group of people that I have ever dealt with.*”

– Exhibitor

“*The EGNC is one of the best venues to directly reach those who need our services most. The face-to-face networking with the entrepreneurs and the relationships we forged made the event a win/win.*”

– Exhibitor

duq.edu/sbdc • 412.396.1633
Company Name _______________________________________________________________________
Contact Person ________________________________Title_____________________________________
Address ____________________________________________________________________________
Email ____________________________________Phone __________________Fax _________________
City _____________________________________ State _________________ Zip _________________

For-profit

Before May 20 □ $500
After May 20 □ $600

Non-Profit

Before May 20 □ $400
After May 20 □ $500

In addition to the two complimentary registrations, you can register two more attendees at $99 each.

One additional registration □ $99
Two additional registrations □ $198
Tote Bag Insert □ $200

Total Enclosed _______

☐ Yes, we will need electricity at our booth

☐ Yes, our company would like to demonstrate the following at our booth _____________________

☐ Yes, we will donate a raffle for the Business Building Tradeshow (please list prize) ___________________

☐ Check for full amount enclosed
(make check payable to Duquesne University SBDC)

☐ Check if you would like to have someone call you to pay by credit card

1st Exhibitor Registration

Name ____________________________
Title ____________________________
Email ____________________________
Phone ____________________________
Fax ____________________________

2nd Exhibitor Registration

Name ______________________________
Title ______________________________
Email ______________________________
Phone ______________________________
Fax ______________________________

Additional Registrations at $99 per person

Name ______________________________
Company ______________________________
Address ______________________________
Email ______________________________

Additional Registrations at $99 per person

Name ______________________________
Company ______________________________
Address ______________________________
Email ______________________________

Duquesne University Small Business Development Center

20th Annual

ENTREPRENEUR’S GROWTH & NETWORKING CONFERENCE

THURSDAY, JUNE 7, 2018

Please complete form and fax or mail to:
Duquesne University SBDC • 600 Forbes Avenue • Pittsburgh, PA 15282
Phone: 412.396.1633 or Fax 412.396.5884

duq.edu/sbdc • 412.396.1633
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

SOME OF OUR PAST SPEAKERS
HAVE HAILED FROM:

Kinko's/FedEx
Chick fil-A
Dick's Sporting Goods
Lillian Vernon
NASA
Deloitte & Touche
Precision Therapeutics
Pittsburgh Digital Greenhouse
The Allegheny Institute
True Commerce
Vivisimo
Many other successful companies that exemplify entrepreneurship at its finest.

SOME PAST EXHIBITORS OF THE EGNC INCLUDE:

Allied Office Products
American Entrepreneur Radio
Buchanan Ingersoll & Rooney
CEO Forum of Pittsburgh
Coastal Displays
Comcast
Data Minds with Data Robotics
Dennis Piper & Associates
Diskriter, Inc.
Ditto Documentation
Dollar Bank
Duquesne Light
Enterprise Bank
Exhibitr LLC
Highmark Blue Cross Blue Shield
Horovitz Rudoy & Roteman
Innovation Works
Integrated Quality Systems
Lamar Outdoor Advertising
Management Science
Microsoft
Multiscope
Nauticom
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

Funding support and resources are provided by the Commonwealth of Pennsylvania through the Department of Community and Economic Development, through a cooperative agreement with the U.S. Small Business Administration, and through support from Duquesne University. All services are extended to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals. Special arrangements for persons with disabilities can be made by calling 412.396.1633 at least 2 weeks in advance. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. SBDC services are not available to individuals or entities that have been debarred or suspended by the federal government. By agreeing to receive assistance from the SBDC you are self-certifying that you are not currently federally debarred or suspended and also agree to cease using SBDC services if you become federally debarred or suspended in the future.