NJ/NYBPNG & RUTGERS UNIVERSITY NETWORKING EVENT
April 10, 2018
AGENDA

- BPNG Mission & Goals – Stan Radomski, Founder
- BPNG Approach to Networking – Anil H. Vaidya, NY Co-lead
- Success Stories
- iJobs – Janet Alder, PhD
- Questions and Answers
- 7:00 – 9:00 Networking

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Career Transitioning Through the Power of Networking via Bio Pharma Networking Group (BPNG) a Non-profit, All Volunteer Organization

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Introduction & Mission Statement

Bio Pharma Networking Group (BPNG) is a not-for-profit, volunteer all-inclusive life and health science professional community that actively promotes the "real power" of networking. We serve people in various disciplines and corporate cultures who value key-relationship building at all stages of careers. BPNG encourages a crossover effect for valuable lead and resource sharing at our casual monthly events where people can exchange information, trends and ideas.
“We are all connected.”

Core to the BPNG brand are the letter C and I for Connecting In which forms the universal symbol for power. We support, serve and educate life and health sciences professionals through the "real power" of networking.
What We Do for Members

- Promote Networking
- Build Careers
- Encourage Sharing
- Face-to-Face
- Educational Programs
## BPNG 5 Chapters and Growing

<table>
<thead>
<tr>
<th>CHAPTER</th>
<th>LAUNCH DATE</th>
<th>MEMBERS</th>
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<tbody>
<tr>
<td>NEW JERSEY</td>
<td>January 2012</td>
<td>4,229</td>
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<td>PENNSYLVANIA²</td>
<td>February 2013</td>
<td>2,347</td>
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<td>NEW YORK</td>
<td>September 2013</td>
<td>2,108</td>
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<td>MASSACHUSETTS</td>
<td>October 2015</td>
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<td>NORTH CAROLINA</td>
<td>September 2017</td>
<td>487</td>
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- Currently have over 10,000 members across 5 regions
- Diverse attendees breakout:
  - 50% R & D
  - 45% Marketing
  - 5% Recruiting
  - Every Meeting is Very Different
BPNG’S Approach to Networking
About Networking

✯ Build strength in yourself
✯ Develop a personal brand
✯ Enhance your credibility through attending events

✯ Promote yourself ✯ Get involved
✯ Believe in your achievements
✯ Build new relationships – you are worth it
The BPNG Crossover Effect

Our events utilize a color-coded system for easy identification of functional roles. We invite you to “network outside-the-box” and seek out individuals with different backgrounds and professions. By doing so you immediately widen your network and opportunities to expand your career choices.

Classifications

- Corporate/Management/Legal/IT
- Recruiters/Staffing/HR
- Science/R &D/Academia
- Sales/Marketing/Services

SPONSOR AN EVENT
BECOME A SPEAKER
WWW.BPNG.ORG
Tips for Tonight

- Overcome fear, **introduce and present yourself** and ask someone how they heard about this event, who are they? what do they do? what is their passion?

- Invest time in people, **build a connection to 5 people** tonight in a number of classifications

- Optimal **group size is 4 people**, this allows for maximum impact

- Be proactive with a formalized **follow-up process after tonight’s event**

- Get to know someone tonight then give them **your personal business card** before you leave and connect over email

- Start building your network now by **connecting on LinkedIn**, so when your attending your next meeting, you are in the early stages of a relationship
Success Stories
Individual, Team & Partners
An Individual Success Story

Transition From PhD Researcher Fellow – Memorial Sloan Kettering Cancer Center to Oncology Medical Liaison, PhD, at Personal Genome Diagnostics Corporation Within 1 Year of Mentoring with Molecular Diagnostics Marketing Executive Through a New BPNG Friendship

“I would like to be here with all of you tonight, but I am in the field working with key accounts for business development.”

Francesca
Take-away Lessons

Francesca Cavallo, PhD & Regina Reynolds, CEO VERISCOMM

- Understand where you want to go, focus on what you want (so you don’t lose time and energy)

- Very important to have the right resume that is clean and highlights your future job (work with someone who can help you with the language and skill set)

- Obtain the skills you are lacking by attending courses, going online for webinars on what you are lacking and find books specific to your needs

- Form a network out of academia, make the time and effort to nurture a relationship with a mentor who can guide you along the way
Continuing Education as a Team

- Medical Writer/ JM
- Neuroscientist/ JW
- Cancer Researcher/ FC
- Quality Manager/ MA
Educational Strategic Partnership: FBI

Long standing relationship with the FBI, hosting yearly educational events. Emphasis on the integration of STEM related jobs outside of the traditional laboratory. 2015 program featured Weapons of Mass Destruction Special Agents and 2016 featured Cyber Security Special Agents across State lines.
Thank You to Our Sponsors

Alpha Consulting Corp.
24th Anniversary

VERISCOMM

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Westchester Biotech Project

RUTGERS

REGENERON

VERTEX

Sixty Pharma Solutions, LLC
Subject matter expert project management at your fingertips delivered with excellence.

Bio & Wolf Associates

Advanta
Building Better Brands - It's in our DNA.

PRINCETON UNIVERSITY
Questions & Answers

THANK YOU

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