



business and people working together

When: Thursday November 19th

Where: Westminster Hall and Chapel, 3886 Rush Mendon Road

Time:

RSVP: 234-2755 or members@hfmchamber.org

**"Oh Boy" Were our Mother's Wrong About Talking to Strangers -
how good networking can affect the bottom line**

*Have you ever walked in to a room full of strangers, and froze to the spot? Don't know how to start a conversation? How to follow up when you have met some one great? Have you seen people who make networking look easy? **Do they know some secret that you don't?** Yes they do. Come learn how to take the fear out of networking. What the 3 rule is, and how to grow your bottom line.*

Bio:

Midnight Janitorial Inc. (a certified Woman Owned Business Enterprise) was started by Angella Luyk in 2005 with the belief that there was a better way to do business. She believed that you could treat people with respect, offer a quality job at a fair price and still be successful. Angella works with VESSID and Family Learning Center, to help give people a second chance. The people she hires become part of her family. Recently Luyk has started a new program where her employees are paid up to 4 hours a month to volunteer for a charity of their choice. Midnight Janitorial has grown from 2 employees to 28, and sales reaching a half million dollars in 3 short years.

She is active on the JSEC labor board, helping to bring seminars to Rochester for small businesses. She has co-founded a networking group called FreeNet, that helps small businesses come together and form relationships. There is no charge to be a member, and in July they will be celebrating their third anniversary.

In 2008 Midnight Janitorial was the winner of the Rochester Business Ethics award for small business category. As well as being honored by New York State as Employer of the year, one of only 5 companies from Rochester in 20 years, to receive this honor. Angella's goal is to show people that you can be open and honest in business. If you have knowledge that can benefit someone else, you should offer it up. Angella is working with two other cleaning companies to help them grow their business. She believes in giving back to the community that has helped to make her the success that she is today. Angella will be honored in May 2009 as the US Small Business Administration (SBA) Buffalo/ Rochester and Region (New York State) II Home Based Business Person of the Year. As well as receiving Business Growth of the year from the Albany SBDC in May of 2009.