

# INDUSTRY INSIGHTS

**Members Only Monthly Report** (page 1 of 5)

## The Power Of Building Your Personal Network

### Insider's Insight

from TribalHub's Executive Officer, Mike Day



Connections and networking matter. All other things being equal, the person with access to more resources, information, experience, wisdom, ideas and opportunity is going to be far more successful than someone with access to few or none of those. This is an undeniable fact, and the TribalHub team spends most of their time and effort making sure that our

TribalHub Members and the entire Native American community have access to these tools and resources.

Following a very successful 22nd Annual TribalNet Conference and Tradeshow, it seems like a good time for our monthly Industry Insights report to focus on reminding each of you of some of the many resources the TribalHub team has created for our TribalHub Members in 2021. We want each of you to succeed and we have spent much of the past twenty two years building resources and connections to help you do just that.

In addition, I also want to take a moment to remind each of you of the importance of creating time in your busy schedule to continue building your personal network throughout the coming year, and thus, increasing your access to opportunities and greater resources. It is easy to get preoccupied with current projects, demands and workload, but everyone should take the time to build and grow their personal network BEFORE they really need it and will benefit from it.

At the Annual TribalNet Conference and Tradeshow, we share plenty of information and build the event around helping you to make life-long valuable networking connections. This year, we were able to record all of the sessions and keynote presentations to make those available to anyone who was unable to travel to Dallas for TribalNet 2021.

In the past year, we've also created numerous TribalHub regional events (that we plan to host again in 2022 and beyond) that provide a similar value with a focus on all of the tribes and tribal enterprises located in similar geographic regions. TribalHub encourages everyone to take advantage of these resources in order to provide you with the tools to grow your personal network.

- Participate in our online community ([community.tribalhub.com](http://community.tribalhub.com))
- Listen to or participate in our [podcasts](#)
- Use our online data library to connect to peers or vendors
- Join our [educational webinars](#)
- Volunteer and become really connected by joining one of our many advisory boards or committees

I hope that each of you makes the most of your TribalHub Membership and finds value in the resources that we are sharing with you in this month's Industry Insights report.

### Hear from Your Peers:

We asked a group of your peers who work at tribal organizations/enterprises across the nation how "attending the Annual TribalNet Conference offered them the opportunity to build their personal network?" Here are their responses:

*"I enjoyed witnessing the comradery of those in attendance and also felt welcomed as a first timer of an onsite TribalNet conference. The content that was presented in the sessions was very meaningful and great conversations took place afterward. Networking amongst some very highly intelligent attendees was also a major plus!"*  
Dawn McGrady, Director of Finance, Little River Casino Resort

*"I always meet so many new people and get so many new perspectives from the annual TribalNet event. That is the true value of attending the TribalNet event in person. The ability to create a lasting connection that is meaningful and profitable for our organization while actually having a good time. Such a great value to any leader in a tribal organization!"*  
John Filippe, Director of IT, Seven Feathers Casino Resort

*"I found the friendships and resources obtained by networking with like-minded people within the TribalHub Family are by far the best experience a person could ask for."*  
James Welden, IT Manager, Warm Springs Gaming Enterprises

*"Not only was this my first in-person conference in two years, but it was also my first time to attend the TribalNet Conference. It was great to connect with others from Indian Country and network with fellow industry peers. TribalNet is not overwhelmingly large, it is smaller, and that is what makes it so personable. The connections and partnerships that are made will last years to come."*  
Stefanie Buckskin, Health Informatics Coordinator, Cherokee Nation

The power of peers and finding others you can rely on, get advice from, and connect with, is invaluable. If you are looking for connection, growth and opportunity - TribalHub has you covered! We leverage 20+ years of industry experience in tribal government and tribal enterprises to provide a network of connections and resources within our four core divisions. We are your direct connection to and for the entire Native American Community! Gain access to solutions, new opportunities, valuable connections, timely information and innovation.

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## Ways TribalHub Can Help You Build Your Personal Network



**TribalHub Information Portal:** Interested in locating your peers at other tribes or finding out what the most popular tribal government or enterprise solutions are for critical applications and infrastructure? Perhaps you are looking to reference a template set of common technology policy and procedures? All this and much more is available right now to every TribalHub Member. Learn more here.

[TribalHub.com/Directory](http://TribalHub.com/Directory)



**TribalNet Magazine:** Learn from industry leaders writing articles on topics that matter to you. This publication is available online and in print twice a year and brings thought provoking insight in the areas of technology related to tribal gaming, government, health and leadership. PLUS industry agency updates, vendor news and Q&A from your peers.

[Tribalhub.com/magazine/Fall-2021](http://Tribalhub.com/magazine/Fall-2021)

Have a story you would like to tell?  
Email Heather - [heather@tribalhub.com](mailto:heather@tribalhub.com)



**TribalNet Advisory Boards:** Take a look at your industry peers that make up our Advisory Boards, and the individuals and tribes that support us by providing their time and energy to provide input that helps guide the direction of the organization, the community and our events.

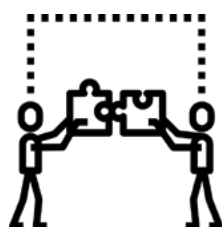
[Tribal Leadership & Executive Board](#)

[Tribal Gaming & Hospitality Board](#)

[Tribal Government & Member Services Board](#)

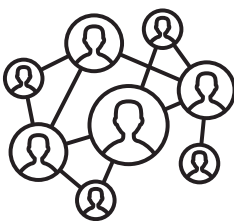
[Tribal Health IT Board](#)

Interested in becoming an Advisory Board Member? Email Heather - [heather@tribalhub.com](mailto:heather@tribalhub.com) for more information.



**Consulting Services:** Need support from a consultant who understands tribes, tribal government, tribal gaming and tribal enterprises? Our team of experts, along with our growing network of partners, have the knowledge and experience needed to transform your organization and the ability to get it done. Specializing in Technology Security, Organization/Enterprise Assessments, New Builds/Expansions, Change Management, Succession Strategies and Strategic Planning

[TribalFocus](http://TribalFocus)



**Online Community Platform:** Join the TribalHub Online Community to connect directly with your peers at tribes from across the nation. Ask questions. Post comments. Chat one-on-one with other peers. Plus, join your own online regional group community or special interest community.

[Community.TribalHub.com](http://Community.TribalHub.com)



**TribalWise Webinars:** Connect to our webinar calendar to make sure you and your team are learning about subjects and solutions that are relevant to the tribal community.

[TribalHub.com/TribalWise/Webinars](http://TribalHub.com/TribalWise/Webinars)

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## Ways TribalHub Can Help You Build Your Personal Network



**Regional Events:** Looking to connect in a meaningful way with leaders from tribes in your region? Participating in one of our regional events provides the right-size platform for everyone to share non-competitive information and success stories. Having a seat around these tables gives everyone a chance to gain new connections and ideas, allowing all participants to walk away feeling equipped with new strategies & information.

**2022 Dates Coming Soon**



**Annual TribalNet Conference:** Come together with your peers working in tribal gaming/hospitality, government and health for an amazing event full of connections, growth and opportunity! Each year we offer top-notch learning sessions within unique tracks, unparalleled networking events, an amazing tradeshow floor and MORE!

**2022 Dates Coming Soon**

Missed 2021? We've got you covered! TribalNet On Demand is available until 12/31/2021. Email [tiffany@tribalhub.com](mailto:tiffany@tribalhub.com) for more information.



**TribalWise In Person Training:** Provides you the opportunity to connect with your team and offers educational team-building experiences. This networking option brings first class onsite or virtual training to your organization.

**TribalWise Online Training:** Upgrade your Online Training Package to include access to over 7500 other classes, practice labs, test-prep, and certifications. The TribalWise Online Learning platform was built to take you from any academic achievement level, onto the next leg of your learning journey all from the comfort of your own office! [Explore TribalWise Training](#)

## TRIBAL CYBERSECURITY SUMMIT

Join your peers from tribes across the country to learn about the critical role and responsibilities of Tribal Executives, Tribal Regulators and Tribal Technology resources in protecting and preparing your tribe or tribal enterprise from a devastating cyber attack.

**2022 Dates Coming Soon**



**Podcasts:** Get connected to the free TribalHub podcast channel to listen to our growing library of real world tribal technology stories from across the United States.

[TribalHub.Podbean.com](http://TribalHub.Podbean.com)

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## Ways TribalHub Can Help You Build Your Supplier Network



What started as a TribalValue partnership focused on delivering exclusive low pricing on Microsoft Surface devices, has quickly expanded to include lowest available pricing and add-ons for Microsoft licensing and EA Agreements and soon to be dozens of other products and services from a variety of vendors.

[Connect with this Supplier](#)



Info-Tech Research Group is the IT Research Center for the Tribal Community and is transforming the way technology decisions are made. With instant access to research and tools specific to Tribal Nations, InfoTech will save you and your team significant time and cost savings by getting the work done FOR you, not BY you with no costly guesswork involved. Members receive access to research on almost ANY topic in technology, security, leadership and employee engagement.

[Connect with this Supplier](#)



### Premier Support Services

Premier Support through TribalValue is a fantastic new offering for customers interested in trying Premier, budget-constrained customers, customers in need of immediate proactive or reactive support from Microsoft that aren't able to commit to a full Premier Support agreement, and customers with small environments or limited engagement needs.

[Connect with this Supplier](#)



### Software Licensing and Surface Devices

The Microsoft team, along with TribalValue and Softchoice, have come together to simplify the Microsoft product selection and purchasing process. With sales reps dedicated and experienced in the tribal market- they are your go-to solution!

[Connect with this Supplier](#)



Virtual Procurement's family of companies leverage deep insight on true market costs and expert vendor processes to achieve on average 23% in savings with client purchases, as well as recovering money overspent in those areas. To date, thier companies have achieved \$200M+ in savings and spend recovery for their Tribal clients. Tribes are entitled to a free evaluation of existing contracts and Virtual Procurement clients have access to our technology advisory services at no charge.

[Connect with this Supplier](#)



### Connecting Tribes to Trusted Vendors

### Exclusively for Tribes

[Check Out Other Partners & Deals](#)



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Are you taking full advantage of your TribalHub Membership and building your network?



Contact your Membership Representative, Tiffany at [tiffany@tribalhub.com](mailto:tiffany@tribalhub.com) for assistance or a conversation on how to best utilize all the benefits and discounts available through your TribalHub membership!



Book some time on Tiffany's calendar!

## Ways to Utilize your TribalHub Membership:

**An amazing added member perk for 2021!**

If you couldn't make it to TribalNet this year - or if you were there, but would like to rewatch a session - all sessions at the in-person TribalNet Conference have been recorded.

As a valued TribalHub Member you are receiving access to these recorded sessions for FREE!

This On Demand option is available for viewing from 11/22/21- 12/31/21 at no cost to you just contact Tiffany ([tiffany@tribalhub.com](mailto:tiffany@tribalhub.com)) to request access.

