Turn your mobile sideways to view better

Documents		Bay Area Calendars	
infoBayArea.com	Cesar's Calendar	buzzable.app	Free Museum Days
CesarPlata.com	Resume, Cover L.	Cerebral Valley	IEEE Consultants SV
everyB2B.com	Biz Referrals	Eventbrite.com	sfirl.beehiiv.com
eachCrowd.com	Articles Collection	fi.co/events	events.hidevs.xyz
everyCircle.com	Marketing System	lu.ma	Visit San Jose
everyCircle.org	Inv Exec Summary	allevents.in	

Status Legend	Cesar Plata's Confidential Networking Calendar
√ Attending	
> High Probability	**This is NOT a NEWSLETTER**
~ Low Probability	updated daily, **shared with VERY FEW people**
N Not Attending	
J Job / Work	Compiling this info is time-consuming,
P Personal	***a little courtesy and gratitude goes a long way***
W Waitlist / Pending	
CC Ch. of Commerce	**Pay-It-Forward:** Please share info about events, investors, resources, etc.
Revised 261018 05:00pm	**Let's Network Together!** Cesar Plata, 408 239-9006, cplata@everyCircle.com
P Sun, Oct 18, SJ, 2p	**zoom w/Prashant**
P Mon, Oct 19, SJ, 1pm	**Lunch w/Felipe Luna and Prashant, CA Wet Burrito**
N Mon, Oct 19, SJ, 9:30a-12p	SVCC 2026 State of Property Values - Future of Silicon Valley w/Sta Clara Cnty Assessor Neysa Fligor, The Domes, parking included, **free**, RSVP
√ Wed, Oct 21, SC, 5:30-8p	**AllThingsMeetings.com**, only for event planners, Great America Pavilion 4701 Great America Pkwy, RSVP
> Thu, Oct 22, Los Altos, 10:30a-1p	**Alignable Business Mingle**, Kimberly Ocampo-Shah, Redwood Grill, 680 Fremont Ave, **free**, RSVP
√ Thu, Oct 22, Oak, 6-9p	**6 Chamber Expo**, Executive Inn & Suites 1755 Embarcadero, **free**, biznetexpos.com
N Thu, Oct 22, LA, 6:30p-1:30a	LPN Latino Professional Network Circo de los Muertos & Tequila/Mezcal Tasting, Sofitel Hotel 8555 Beverly Blvd, **$20**, lpnonline.net/rsvp
P Sat, Oct 24, Davis, 3:45p	**Wedding**, Nick Lopez and Ana Verschoor, 888 959-0613, Lone Wulff Ranch 26810 County Rd 97D, 917 967-5068, zola.com/wedding/anaandnick2026, https://greenenvelope.com/v/Od8EXgg
> Tue, Oct 27, SJ, 11a-2p	**County of Santa Clara Community & Resource Expo**, County Civic Ctr 70 W Hedding St, **free**, RSVP
> Tue, Oct 27, Oak, 4-6p	Metro Chamber Halloween Mixer, Henry K Kaiser Center for the Arts 10 10th St, **$15**, RSVP
> Wed, Oct 28, SJ, 11a-1p	**SBDC, SJCC, Understanding Capital Options for Your Business**, SJSVCC 101 W Santa Clara St, **free**, RSVP
P Wed, Oct 28, SJ, 5-8pm	**Day of the Dead Mix and Mingle Reception**, Blanco Urban Venue 12 N San Pedro St, **only for event planners**, RSVP Norma@allthingsmeetings.com 650 291-4182
> Wed, Oct 28, SJ, 5:30-8p	StartupGrind SJ, Chris Yeh Blitzcaling Ventures, CreaTV 38 So Second, **free/$10**, RSVP
> Thu, Oct 29, SJ, 5:30-7:30p	NAWBO-SV, From Launch to Legacy – Building Stronger Businesses at Every Stage, 2 panel discussions, BofA 560 S Winchester Blvd, **free**, RSVP
> Thu, Oct 29, SJ, 6-8pm	LatinaGeeks, Breaking Barriers: Career Growth & Networking in the Current Tech Landscape, 505 S Market St, **free,** RSVP
N Thu, Oct 29, online, 11a-1pm	Value Stream Mapping Workshop: The Invisible Organization Mapping what you cannot see w/Dr Hormoz Mogarei, 179 –220, RSVP
> Sat, Oct 31, SJ, 5:30-10:30p	**Avenida de Altares**, Mexican Heritage Plaza 1700 Alum Rock Ave, free, RSVP
> Oct 31-Nov 1, SJ	23rd Annual Micailhuitl Dia de Muertos, History Park 635 Phelan Ave, aztecadancers.com/dia-de-muertos
November 2026	
> Sun, Nov 1, Oak, 10a-5p	Dia de los Muertos Festival, Fruitvale Village, International Blvd and Fruitvale Ave, **free**, Info
> Thu, Nov 5, LG, 5:30-7:30p	CC Women's Networking Group, 45 W Main St, **free**, RSVP
> Fri, Nov 6, SF, 9a-6p	Startup World Cup Grand Finale 2026, Hilton SF Union Sq, 333 O'Farrell St, $108+, RSVP
> Sat, Nov 7, Sunny, 10a-12p	Startup Networking and Pitch Event, application required, 539 Weddell Dr, **free**, RSVP
> Sat, Nov 7, MV, 11a-4p	Dia de Muertos, Civic Center Plaza 500 Castro St
P Mon, Nov 9, SJ, 4p	**Chiro Appt**, Glen Crafts, 650 Winchester Blvd 408 615-1193, ChiropracticPainCareCenter.com
> Mon, Nov 9, SJ, 5-7:30p	**Alignable Mixer**, Holiday Inn 1350 N 1st St, free, RSVP
> Tue, Nov 10, SJ, 11:30a-1:30p	**Keep it out of court: How to Protect your Legacy and Avoid Leaving your family a lawsuit**, incl lunch, Hoge Fenton 55 So Market St Ste 900, **free**, RSVP
> Nov 18-19, SC	MEDevice, Sta Clara Conv Ctr, **free w/code ALUMNI26**, medevicesiliconvalley.com
N Wed, Nov 18, Sac, 10a-4p	SBDC Probiz Procurement & Capital Summit – Connecting Small Business to Opportunities, The Elks Tower 921 11th St, **free**, RSVP
> Thu, Nov 19, Los Altos, 10:30a-1p	Alignable Business Mingle, Kimberly Ocampo-Shah, Redwood Grill, 680 Fremont Ave, **free**, RSVP

> Thu, Nov 19, Foster C. 10a-1p	Senior Showcase, Foster City Community Ctr 650 Shell Bvld, **free**, RSVP
> Thu, Nov 19, RC, 3-8p	Renaissance Entrepreneurship Ctr Holiday Market, Chan Zuckerberg Community Space 801 Jefferson Ave Ste 100, **free**, RSVP
December 2026	
N Wed, Dec 2, Oak, 4-6p	CC Winter Mixer, 300 Frank H Ogawa Plaza, $15, RSVP
P Tue, Apr 13, New, 1-2p	**Dentist Appt**, Dr Precilyn Silvestre, 45910 Thornton Ave Ste B, 408 926-2221, 510 792-4525, pbsdental@gmail.com
Oct 20 - Nov 4	**Prashant in Tucson, AZ**
Tue, Oct 20, Tucson,	Strategic Partners Business Networking, The Post Workplaces 7400 N Oracle Rd Ste 150, **free**, RSVP
Tue, Oct 20, Tucson, 6-8p	2026 PRSA So AZ IMPACT Awards: Grand Outcomes, for creatives, strategists and storytellers, The Grand Tucson 33 So 6th Ave, **$35-$65**, RSVP
Wed, Oct 21, Tucson, 8a-3p	Construction Career Day, Univ of AZ Tech Parks @ The Bridges, 1600 E Idea Ln, **free**, RSVP
Wed, Oct 21, Tucson, 11:30a-1p	Wills, Trusts & Your Next Step, Tucson Country Club 2950 N Camino Principal, **free**, RSVP
Wed, Oct 21, Tucson, 12-1p	Modern Mortgage Strategies CE Class, CrossCountry Mortgage 4280 N Campbell Ave Ste 107, **$10 incl lunch**, RSVP
Wed, Oct 21, Tucson, 5:30-7p	EWI Tucson Chapter mtg, SERVPRO of Downtown Tucson, Flowing Wells 6221 So Palo Verde Rd, **$39.19**, RSVP
Thu, Oct 22, Tucson, 11a-1p	How to Win in a Shifting Market, lunch provided, 3773 E Broadway Blvd, **free**, RSVP
Thu, Oct 22, Tucson, 11:30a-1p	Mastering the Exit: Advanced Strategies to Maximize Value and Reduce Taxes, AZ Inn 2200 E Elm St, **free**, RSVP
Thu, Oct 22, Queen Creek, 11:30a-1p	Trusted Home Service Pros of San Tan Valley, Vero Chicago Pizza 18423 E San Tan Blvd, **free**, RSVP
Thu, Oct 22, Tucson, 4:30-6:30p	AAF - American Advertising Federation, Tucson: Game On! Colors & Cocktails Happy Hour, Block A Sport Bar & Grill 345 E Congress St, **$33.85**, RSVP
Thu, Oct 22, Mesa, 5:30-7:30p	Old Town Showdown - networking, friendly competition, for local design + build community, The Flooring Outfit 9253 E Willis Rd #120, **$10**, RSVP
Thu, Oct 22, Tucson, 6-8p	Magnum Antenna Ribbon Cutting Event, Paramium Technologies 9102 So Rita Rd, **free**, RSVP
Fri, Oct 23, Gilbert, 11:30a-1p	Trusted Home Service Pros of Gilbert, Crust Simply Italian Gilbert 2470 So Recker Rd #101, **free**, RSVP
Fri, Oct 23, Tucson, 5:30-7:30p	The Post Workspaces Annual Halloween Party, 7400 N Oracle Rd Ste 150, **free**, RSVP
Sat, Oct 24, Tucson, 10a-3p	26th Annual Health & Wellness Expo, Doubletree Hotel at Reid Park 445 So Alvernon Way, **free**, RSVP
Sat, Oct 24, Tucson, 10a-12p	Morning Movement, yoga class, Tap & Bottle 7254 N Oracle Rd, **$18**, RSVP
Sat, Oct 24, Tucson, 11a-2p	2026 NAACP Tucson Freedom Fund Luncheon, Casino del Sol 5655 W Valencia Rd, **$23.18+**, RSVP
Sat, Oct 24, Tucson, 2-6p	Tucson Young Professional ENGAGE - What can we do as non-elected officials? Big Brothers Big Sisters of So AZ 2552 N Alvernon Way Ste 110, **free**, RSVP
Oct 24-25, Tucson, 11a-8/6p	Tucson Spooktacular Craft & Vendor Market, Park Place Mall 5870 E Broadway Blvd, **free**, RSVP
Sat, Oct 24, Tucson, 4-7p	Fall Festival & Trunk or Treat! School of Rock Tucson 6586 E Grant Rd, **free**, RSVP
Sun, Oct 25, Tucson, 2-5p	Providing for the Provider: Prepping for the Holidays, Catalyst Creative Collective by Art State AZ 4500 N Oracle Rd Ste 110, **$12.51**, RSVP
Mon, Oct 26, Casa Grande, xxp	Dinner w/Business Owners, Restaurant of the Week North Park Ave, **$28.52**, RSVP
Tue, Oct 27, Tucson, 5-8p	The Season Starts Here: Membership Open House, Skyline Country Club 5200 E St Andrews Dr, **$15**, RSVP
Tue, Oct 27, Tucson, 5:30-7:30p	Eller College of Mgmt, What are you designing? Creative Mixer, The Coalition Space 311 E 7th St, **free,** RSVP
Oct 28-29, Tucson, 6-10p, 7a-5:30p	Darling Geomatics Tech Expo 2026 for Land Surveyors, Tech Park Event Ctr 9030 So Rita Rd, **$0-$295**, RSVP
Wed, Oct 28, Tucson, 6p	Pour Decisions Wealth Building Strategies, 7230 N La Cañaada Dr Ste 110, **free**, RSVP
Wed, Oct 28, Chandler, 6-9p	AZ Cannabis Business Networking Event, Vybe Event Ctr 2301 So Stearman Ave, **$0-$55.20**, RSVP
Fri, Oct 30, Tucson, 11:30a-2p	Interactive Financial Planning by Greenberg Fin. Group, La Paloma Country Club 3660 E Sunrise Dr, **free**, RSVP
Sat, Oct 31, Tucson, 7:30a-3p	American Case Mgmt Assoc AZ Ch Mini Conference, Marshall Conference Ctr 5301 E Grant Rd, **free**, RSVP

Effective Networking Tips

A Gift for You **How to Make a Memorable First Impression**

Offer **before** you receive *A little courtesy goes a long way*

1. ***Welcome !*** with a smile and approachable body language
   NOT HI ! Are you a member ? Where are you from ?
   DEFINITELY NOT What do you do ? Very transactional and rude

2. ***How YOU doing ?*** Show genuine interest, be personable and
   HAVE FUN - ask with a New York accent

3. ***Sooo … What brings you here ?***
   NOT WHO invited you here, WHAT brings you here ?
   Are you here for the food, networking, or both ?

4. ***Great !*** (insert name here) ***How may I or we BE OF HELP to you ?***

5. ***WHO would you like to meet ? WHO is your ideal client or contact ?***
   Walk away if they do not reciprocate - *Selfishness is ugly*

6. ***You had me at Hello ! Lets' Connect, Collaborate, and Follow Up***
   Share your 10-30 second elevator pitch: ***I help others with …***
   Make it a team activity - Introduce people to each other

   Note: **A Key to Success is** NOT WHAT you know,
   It's NOT WHO you know, ***it's WHO KNOWS YOU !***

   Pay-It-Forward • Practice the Law of Attraction • Share This