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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 - updated daily, shared with VERY FEW people	
~ Low Probability	Compiling this info is time-consuming, <i>a little courtesy and gratitude goes a long way</i>	
N Not Attending		
J Job / Work	Pay-It-Forward: Please share info about events, investors, resources, etc.	
P Personal		
W Waitlist / Pending		
CC Ch. of Commerce		

Revised 261016 12:00pm	Let’s Network Together! Cesar Plata, 408 239-9006, cplata@everyCircle.com
√ Fri, Oct 16, Menlo Park, 5-7:30pm	Silicon Zombies: Apple’s Untold Stories w/David Pogue , Park James Hotel 1400 El Camino Real, free , RSVP
> Sat, Oct 17, SJ, 8a-4:30p	2026 Annual Cancer Summit , Vietnamese American Service Ctr 2410 Senter Rd, free , LatinasContraCancer.iotform.com/262095478372971
√ Sat, Oct 17, SJ, 10a-2p	Day on the Bay , Alviso Marina County Park 1195 Hope St, free , parkhere.org
P Sat, Oct 17, LG, 3pm	Manuel’s sister’s husband bday party
N Sat, Oct 17, Cup, 10-11:30a	Congressman Ro Khanna Town Hall, Lawson Middle School gym 10401 Vista Dr, free , RSVP
N Sat, Oct 17, SJ, 5:30-11:30p	Hispanic Foundation Ball, Signia by Hilton 170 S Market St, \$350+ , RSVP
> Oct 17-18, Camp, 10a-6/5p	31st Annual Oktoberfest , downtown, free , Info
> Sun, Oct 18, SJ, 2p	How to Build a Day of the Dead Altar, w/Darlene Tenes, invitation only, SJ Woman’s Club, free , RSVP
P Mon, Oct 19, SJ, 1pm	Lunch w/Felipe Luna and Prashant, CA Wet Burrito
P Mon, Oct 19, 6pm	Personal
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
P Tue, Oct 20, online, 4-5p	zoom w/Prashant
√ 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 , meddevicesiliconvalley.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 Blvd, 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, Tue, Oct 20, Tucson, 6-8p	Strategic Partners Business Networking, The Post Workplaces 7400 N Oracle Rd Ste 150, free , RSVP 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 Wed, Oct 21, Tucson, 11:30a-1p Wed, Oct 21, Tucson, 12-1p Wed, Oct 21, Tucson, 5:30-7p	Construction Career Day, Univ of AZ Tech Parks @ The Bridges, 1600 E Idea Ln, free , RSVP Wills, Trusts & Your Next Step, Tucson Country Club 2950 N Camino Principal, free , RSVP Modern Mortgage Strategies CE Class, CrossCountry Mortgage 4280 N Campbell Ave Ste 107, \$10 incl lunch , RSVP EWI Tucson Chapter mtg, SERVPRO of Downtown Tucson, Flowing Wells 6221 So Palo Verde Rd, \$39.19 , RSVP
Thu, Oct 22, Tucson, 11a-1p Thu, Oct 22, Tucson, 11:30a-1p Thu, Oct 22, Queen Creek, 11:30a-1p Thu, Oct 22, Tucson, 4:30-6:30p	How to Win in a Shifting Market, lunch provided, 3773 E Broadway Blvd, free , RSVP Mastering the Exit: Advanced Strategies to Maximize Value and Reduce Taxes, AZ Inn 2200 E Elm St, free , RSVP Trusted Home Service Pros of San Tan Valley, Vero Chicago Pizza 18423 E San Tan Blvd, free , RSVP 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 Thu, Oct 22, Tucson, 6-8p	Old Town Showdown - networking, friendly competition, for local design + build community, The Flooring Outfit 9253 E Willis Rd #120, \$10 , RSVP Magnum Antenna Ribbon Cutting Event, Paramium Technologies 9102 So Rita Rd, free , RSVP
Fri, Oct 23, Gilbert, 11:30a-1p Fri, Oct 23, Tucson, 5:30-7:30p	Trusted Home Service Pros of Gilbert, Crust Simply Italian Gilbert 2470 So Recker Rd #101, free , RSVP The Post Workspaces Annual Halloween Party, 7400 N Oracle Rd Ste 150, free , RSVP
Sat, Oct 24, Tucson, 10a-3p Sat, Oct 24, Tucson, 10a-12p Sat, Oct 24, Tucson, 11a-2p Sat, Oct 24, Tucson, 2-6p	26th Annual Health & Wellness Expo, Doubletree Hotel at Reid Park 445 So Alvernon Way, free , RSVP Morning Movement, yoga class, Tap & Bottle 7254 N Oracle Rd, \$18 , RSVP 2026 NAACP Tucson Freedom Fund Luncheon, Casino del Sol 5655 W Valencia Rd, \$23.18+ , RSVP 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 Sat, Oct 24, Tucson, 4-7p	Tucson Spooktacular Craft & Vendor Market, Park Place Mall 5870 E Broadway Blvd, free , RSVP 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 Tue, Oct 27, Tucson, 5:30-7:30p Oct 28-29, Tucson, 6-10p, 7a-5:30p Wed, Oct 28, Tucson, 6p Wed, Oct 28, Chandler, 6-9p	The Season Starts Here: Membership Open House, Skyline Country Club 5200 E St Andrews Dr, \$15 , RSVP Eller College of Mgmt, What are you designing? Creative Mixer, The Coalition Space 311 E 7th St, free , RSVP Darling Geomatics Tech Expo 2026 for Land Surveyors, Tech Park Event Ctr 9030 So Rita Rd, \$0-\$295 , RSVP Pour Decisions Wealth Building Strategies, 7230 N La Cañada Dr Ste 110, free , RSVP 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