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About Us



## NeXco, the Network Exchange Community, is an organization focused on relationships first, designed to help you build lasting relationships that grow your business

NeXco was founded on the idea that the networking experience can and should be enjoyable, educational and productive. Our members are seasoned and busy professionals that have limited time to spend on networking, but know the importance of maintaining existing, and developing new professional relationships.

At our core are our lead sharing groups that meet twice a month. Each chapter is set up to provide an ecosystem where you can share and receive client introductions with other chapter members, and also expect to learn from an educational conversation or exercise with the objective of developing you as a leader, entrepreneur and professional. NeXco partners with a different co-host every month for a mixer event, offering an opportunity for our members to form new business, non-profit and community relationships. The members of neXco know the importance of giving back to our communities and hold an annual fundraiser benefiting a local charitable organization.

We look forward to meeting you! Learn more [About Us](#), and feel free to visit any of our [Chapters](#) and [Events](#) .

Our Partners



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NeXco is a multi-faceted networking organization that provides multiple platforms to help you grow your business. At our core are our lead share groups, which meet twice monthly and include one seat per profession.

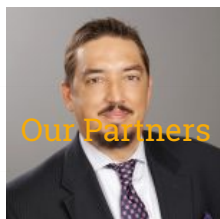
Our members also enjoy a multitude of other benefits, including:

- Free entry to monthly happy hours which are always co-hosted with another networking group.
- Premier and charity events.
- [Chapters](#) [Events](#) The ability to visit any of our other groups free of charge an unlimited number of times when the seat is open.
- Discounts at many other networking organizations.

We look forward to networking with you, and hope to see you at one of our upcoming [chapter meetings!](#)

### Meet the Partners:

#### Michael Burns



Michael Burns is an Insurance Specialist who has been in the insurance and financial services industry since 1999. In 2010 Michael formed Health Wealth Advocates, an independent insurance agency in Reston, VA. Health Wealth Advocates provides insurance benefits for small to mid-sized companies throughout the Mid-Atlantic Region as well as a full array of life and health products to individuals and families.

Michael was introduced to networking in 2005 through the Vienna Chamber of Commerce and it has become his great passion and the primary source of building his own business. Michael has run and formed leadshare groups (TIPS Groups) for the Tyson's Chamber of Commerce as well as monthly happy hours and served as the head of the Member Benefits Committee.

In 2015 Michael helped to form neXco, Network Exchange Community, with the objective to provide a superior

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A native of Northern Virginia, Michael attended George Mason University where he played on the varsity Tennis Team. Outside of work Michael enjoys tennis, cycling, and spending time with his wife and son. Michael is also active in supporting the Multiple Sclerosis Society.

## Sevana Stone

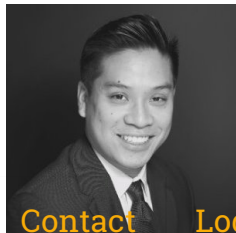
### Member Directory



Sevana Stone started her business, VersaTel Solutions in January 2011 with a focus in offering businesses management solutions in the forms of bookkeeping, office administration, and social media management. She built her company on the foundation of strengthening and supporting small businesses in the Northern Virginia area. Her personal and organic touch sets her company apart from most others, which is evident in the supportive reputation she has created.

In her strive to build her company, Sevana found that many of the networking groups in the area lacked what she really wanted out of them: value. Networking, and building relationships are the cornerstone of a successful business, however, knowing and learning things about how one evolves their business is not a strength of many networking groups. Sevana specifically chose to not align herself with a networking organization unless it held that very key component. When Sevana was approached by her friends Michael Burns and Trevor Waling to both share news about a new networking group they planned to launch, and the idea that she could build one in Fairfax, she jumped at the chance. Sevana found in neXco what was missing in every other group she had visited. The sense of cultivation, support, and true connection. With this, she has built her Fairfax Chapter and partnered with Michael and the others to create a networking group that is bar none. In joining neXco, she has also built her business as the formative back-end, office-task management solution of the area.

## Albert Wu



Albert Wu is a financial advisor with Edward Jones who serves individuals, families and business clients throughout the country. His office is in Oakton, VA, where he works alongside his Branch Office Administrator, Shannon Wilson. Prior to joining Edward Jones, Albert worked as a tax accountant at American Express Tax & Business Services, consultant on the capital markets team at Navigant Consulting and as an account manager at Freddie Mac, managing the Bank of America relationship. He graduated with a bachelors of science in accounting and finance from the University of Illinois. He holds the Accredited Asset Management Specialist professional designation. As an active member of the Fairfax/Oakton community, Albert is involved in various

charitable organizations, he serves on the board of ServiceSource, a non-profit organization with a mission to provide resources to people in the disability community and their families. Albert also presents financial educational seminars at various Fairfax County libraries and community centers.



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