

Mr. Network  
of  
NetworkInAustin.com



Few people know more about networking in Austin than Scott Ingram. He is Mr. Network in Austin — he even has a company by the same name. This self-starter fired up Grey Matter Technologies, his own computer consulting company, at the age of 20 and sold it five years later.

He attributes his success to the network of relationships he built. He remembers going to a chamber of commerce event in those days not having a clue about what he was doing. Before long, he was a member of the Ambassadors group and then the board of directors. He became the Ambassador of the Year of the Newport Beach Chamber of Commerce. Through that organization and others, he built a huge network in California. His network was so large; he was able to sell his business without a broker. He already had several contacts within his own group.

Scott moved to Austin because he saw opportunity and loved the people. Scott affirmed this, stating, “I said years ago, if I didn’t live in California, I would live in Texas. It’s the people. The people in Texas are genuinely nice people. It’s also a business-friendly state. We visited Austin, fell in love with it, and there never was a second choice. After living here a year, this is home. You couldn’t pay me to move back to California.”

He realized, however that he had left his biggest asset behind — his network. He set out to recreate that asset in Austin. Scott will tell you that everything he has he attributes to networking, including his marriage. It all started when Scott literally bumped into a woman named Louise.

While at a chamber mixer, he turned abruptly with a plate full of food and accidentally elbowed Louise in the ribs, probably leaving a bruise. They became friends through the experience and later found themselves members of the same Rotary Club for several years. Louise’s daughter lived in Phoenix and was a running partner of Emily, Scott’s future wife.

Emily went to high school in several countries because of her dad’s globe-trotting business assignments. Emily is a dedicated runner, having participated in more than a dozen marathons. Her other passion is food; she attended culinary school in Phoenix and later managed several restaurants in Phoenix, Arizona, Portland, Oregon, and southern California.

When Emily arrived in California, the only person she knew was her old running pal’s mother, Louise. Through Louise the couple met, sparks flew, and they were later engaged on a trip to Paris. One of Scott’s prized possessions is a picture taken of him and Emily with Louise on their wedding day. Scott’s networking paid greater dividends than he could have ever dreamed. Scott continued, “Because of the relationships I have built through networking, I have everything I have in my life, including my wife.”

These days, Emily owns and operates Café Matisse in Dobie Mall, and Scott puts his passion into [www.NetworkInAustin.com](http://www.NetworkInAustin.com). His networking web site company boasts over 300 members and is still growing. Just a couple of clicks on the Web site and you find virtually every networking opportunity in Austin for any given day. Says Ingram, “It’s not about trading as many business cards as you can — networking is all about building relationships. Had I just traded cards with Louise and not built that bond, I never would have met my wife.”

Happy networking! 

