

The Zeigler Agency Challenges North Texas Professionals to Rethink Networking

Chris Zeigler brings professionals together in Plano to build strategic relationships, referrals, and opportunities beyond exchanging business cards.

DALLAS, TX, UNITED STATES, August 30, 2026 /EINPresswire.com/ -- For many professionals, networking follows the same routine: walk into a crowded room, shake hands, exchange business cards, make a few introductions, and leave hoping one of those conversations eventually turns into an opportunity.

Chris Zeigler believes business professionals should expect more from the room.



The Zeigler Agency will host The Home Team Networking Event on September 23, 2026, at Fogo de Chão in Plano, Texas, bringing North Texas professionals together to build relationships, referrals and strategic partnerships.

Through [The Zeigler Agency](#), Zeigler is bringing North Texas professionals together for [The Home Team Networking Event](#) on Wednesday, September 23, 2026, from 6:00 p.m. to 9:00 p.m. at Fogo de Chão, 5908 Headquarters Drive, Suite K150, Plano, Texas 75024.

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If you leave a networking event with 40 business cards but nobody you can call Monday morning, did you really build a network?”

Chris Zeigler

The event is built around a simple challenge to traditional networking: stop measuring success by how many business cards you collect and start measuring it by the quality of the relationships you create.

“If you leave a networking event with 40 business cards but nobody you can call Monday morning, did you really build a network?” Zeigler said. “We want people to leave knowing who they met, why that relationship matters, and what the next conversation should be.”

The Home Team Networking Event is designed to connect professionals whose businesses,

expertise and relationships can complement one another throughout North Texas.

Real estate professionals, mortgage professionals, insurance professionals, engineers, educators, healthcare professionals, entrepreneurs and other business leaders are among those being invited to participate.

But Zeigler says the goal is not simply filling a restaurant with people.

The goal is putting the right people in the room.

“There are professionals throughout North Texas who should know each other but simply haven’t met yet,” Zeigler said. “Somebody may already know the Realtor, lender, business owner, healthcare professional, or strategic partner you’ve been trying to reach. Sometimes opportunity begins when someone creates the right room.”

That philosophy is also shaping how participants register.

Instead of collecting only a name and email address, the event registration process asks attendees to identify their profession and explain what they hope to gain from the evening.

That information gives organizers a clearer picture of who will attend and the kinds of professional relationships participants are seeking.

A Realtor may be looking for mortgage and insurance relationships.

A lender may want stronger relationships with real estate professionals.

An entrepreneur may need to meet professionals who can help strengthen the business.

A healthcare professional or educator may want to expand their professional network beyond the people they encounter in their everyday work.

Understanding those needs before the event creates an opportunity to make networking more



Chris Zeigler, owner of The Zeigler Agency, speaks during a professional event in North Texas. Zeigler is hosting The Home Team Networking Event in Plano to help professionals build stronger relationships, referrals and strategic partnerships.

intentional.

“We don’t want people standing against the wall wondering who they should talk to,” Zeigler said. “If we can understand what people are looking for, we have a better opportunity to create meaningful introductions and get conversations started.”

The event’s theme, “Connecting the Professionals Behind Every Successful Home Purchase,” grew from Zeigler’s experience serving individuals and families through The Zeigler Agency.

As an insurance professional working with auto, home, and life insurance, Zeigler routinely operates within an ecosystem that includes homeowners, families, Realtors, lenders, business owners, and other professionals.

He believes becoming a connector can create value beyond any single transaction.

“The best relationship you make that evening may not be someone who buys something from you,” Zeigler said. “It may be the person who introduces you to someone six months from now. That’s the difference between simply networking and actually building a network.”

That long-term mindset is one reason the event is being structured around relationships, referrals, and strategic partnerships rather than traditional sales pitches.

Zeigler wants attendees asking a different question when they walk into the room:

Who do I need to know next?

For some, the answer may be a referral partner.

For others, it may be a potential client, collaborator, community resource, mentor, or professional who can open the door to an entirely different network.

The setting at Fogo de Chão is also intentional. The evening is designed to create a professional but relaxed environment where attendees can have conversations, make introductions, and



begin relationships without the pressure of a traditional sales event.

Businesses seeking additional visibility can also inquire about [sponsorship opportunities](#) via the event registration form. Sponsorship interest is being collected alongside attendee registrations, allowing companies to explore ways to position their businesses in front of professionals participating in the event.

Zeigler sees the September gathering as part of a larger opportunity to create stronger connections among professionals throughout North Texas.

“Business still moves through relationships,” Zeigler said. “Technology can help us find people, but trust is still built through conversations. We want to create the kind of environment where those conversations can actually happen.”

Professionals interested in attending The Home Team Networking Event can reserve their spot by visiting:

<https://form.jotform.com/262404233357048>

Advance registration is requested.

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For more information about Chris Zeigler and The Zeigler Agency, visit:

www.chriszeigleragency.com

ABOUT THE ZEIGLER AGENCY

The Zeigler Agency—Allstate serves individuals and families throughout North Texas with insurance solutions including auto, home and life insurance. Led by Chris Zeigler, the agency focuses on education, relationships, and helping clients better understand their insurance protection and available options.

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