

Power lunches, power breakfasts: It all means business

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John Mobley, a defense attorney in private practice, addresses the Capital City Network Club during last Thursday's meeting. THE OMAHA STAR

Once a week, Columbia attorney John Mobley practices a twist on the power lunch at the Capital City Club.

As a director of the membership-only Capital City Network Club — about 20 people strong — Mobley makes and receives business referrals at the private club.

Short of walking the building, shaking hands and passing out cards to virtually everyone, it was difficult to develop business connections at the private dining club until the nearly year-old network club was started, he said.

"You're not cutting any deals at the network club, but you're making the contacts," said Mobley, 35, a criminal defense and personal injury lawyer.

"You don't have to be the best in the industry, but the one people think of. When they get to know you, you have that top-of-the-mind presence."