

Newsletter of the
Area Consultants
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Number 10

PRESIDENT'S MESSAGE

Our October meeting is on the 10th. Jim Soudriette will discuss management consulting. Jim has been a very successful consultant for many years. He is also a very entertaining speaker. I think we will all have a very enjoyable time and actually might learn something in the process.

As usual, the meeting will be held at Monti's at Mill Ave and Rio Salado Parkway in Tempe. Festivities will start at 6:30 with networking and general discussion of world events. Dinner will be around 7 and Jim will start his talk about 8. At least that's the plan.

The 2002 Consultants Workshop will be held November 9 at the Hilton Phoenix East in Mesa. Hold that Saturday open. It will be really worth attending. The list of speakers is now out, and we have some of the very best. Gary Blank and Irwin Weitman spoke at our Workshop three years ago. They were both excellent and both are back this time. We will also have some very good local speakers including Jim Soudriette, Glen Madland and Lane Garrett. The Workshop will start at 7:30 AM with a continental breakfast and end around 5 PM. In between we will have a couple snack breaks and a very good lunch. The attached registration form lists the program and the rest of the details. PACN members, of course, get a price break, and you can save \$20 by registering by November 2. You get a big book that has copies of all the presentation slides, and there will be door prizes. Bring the registration form and a check to Thursday's meeting. That way you will be sure to save the \$20. Also, Bill will be happy to take your money. The benefit you will get by listening to, meeting and networking with consultants from across the country will far outweigh any registration fee.

Again we are having the Executive Board meeting at ETA prior to the Thursday dinner meeting.

ETA is located 2010
E. University, and

the Board will start at 5 PM. As always, any member is welcome to attend, but please let me know in advance if you are coming so we can make sure we have a seat for you. You can just send an email to peverett@everettinfrared.com or call me at 480-706-4753. The board is setting up the programs for next year. If you have any suggestions for speakers please forward them to me or any other board member. All input will be appreciated.

Vaughn Treude is continuing to make improvements to our web site. Check it out at www.ieeepacn.com. We really need to get your resume put on the web site if it isn't there already. Put one together and send it to Vaughn at vaughn@nakota-software.com. Also include a list of your areas of expertise. If you already have your resume posted on the web (say at your own web site), we can put a link to it in place of your resume. A couple of our members requested this so that they don't have duplicate resumes out there to keep up to date.

Live long and prosper. See you on the 10th.

The upcoming meetings and programs are:

- * October 10 – Jim Soudriette will talk about management consulting
- * November 14 – Lane Garrett will talk about the all solar powered building ETA Engineering is (was? – something about municipal bureaucracy) doing in Tempe
- * December 12 – Annual business meeting and roundtable discussion

EDITOR'S MESSAGE

If you are reading this in "two column" format then it looks like the problems I've been having with generating a PDF file have stayed solved, at least for another month. (I'm still treating this as "somewhat iffy".) Unfortunately, last month I discovered that one of the things I was having trouble converting was the IEEE logo. I have no idea why I had problems with it, but that's why I've dropped it from the newsletter.

In the past few weeks, I've been having to use Word at my employer's premises. The air has been, shall we say, a "very blue" color... Having to use it on a computer that's some 700 miles away doesn't help. Although something called "VNC" does allow one

to use a remote computer, there are often delays. Most annoying are when you use the "arrow keys" to move the cursor around, and the results of the last move doesn't show up on the screen until after your next keystroke. And I've had as much as a 10 second "lag" between a keystroke and it appearing on the screen. I think you might see how this would lead to noticable strings of explitives!

I should be able to get next month's newsletter out, though I won't be attending the regular meeting in November. Fortunately, Vaughn has volunteered to get a newsletter out for December.

Hopefully we'll see you at Monti's on Thursday and at the Workshop.

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IEEE Phoenix Area Consultants Network
Presents a Workshop

Improve Your Consulting Practice Today

An all day, nine hour workshop featuring experienced consultants who will describe how to start-up and promote your consulting business. Lunch is included. The seminar will provide a unique networking opportunity with other consultants and professionals.

Date and Time: 9/Nov/02. Registration and check-in starts at 7:30 AM. The first session starts at 8:30 AM.

Location: Hilton Phoenix East/Mesa, 1011 W Holmes Ave, Mesa AZ 85210, Phone 480-844-6013, Fax 480 644 1886

Program

7:30 to 8:30 Registration and Continental Breakfast
 8:30 Welcome, Paul Everett, PACN President; Bruce Johnson, PACN Past President
 8:45 Networking, Gary Blank, IEEE Alliance of Consultants Networks (AICN) Vice President
 9:30 Legislative Wrap-up & Grassroots Lobbying, Scott Grayson, IEEE-USA, Director, Career, Member & Professional Activities
 10:15 to 10:45 Break With Refreshments And Networking
 10:45 Overview of Consulting, Irwin Weitman, Engineering Consultant
 11:30 View of Consulting As Holographic Living, Ralph Hileman AICN Chairman
 12:15 to 12:15 Lunch and Networking
 1:15 Business Growth- Strategic Thinking New Ways to do Business, Lane Garrett, CEO, ETA Engineering Inc
 2:00 Marketing Essentials, Jim Soudriette, CEO, Institute of Management Consultants (IMC)
 2:45 to 3:15 Break With Refreshments And Networking
 3:15 Technology Trends and Opportunities, Glen Madland, Founder, (ICE)
 4:00 Panel Discussion, Questions and Answers
 4:45 Wrap-up & Door Prizes (Two free subscriptions to IEEE-USA Consultants Directory, 1 PDA, +) Bruce Johnson
 5:00 Adjourn

Registration fees:

Pre-registration, postmarked or received by 2/Nov/02:

Members of the IEEE PACN	\$79
Non-members	\$89

Registration postmarked or received after 2/Nov/02, and at-the-door:

Members of the IEEE PACN	\$99
Non-members	\$109

Yes! Count me in!

Name _____ e-mail _____

Address _____ Company _____

Address _____ Phone Number _____

City _____ State _____ Zip _____

Please check one of the following:

- I am an IEEE PACN member registering by 2/Nov/02. Enclosed is my check for \$79.
- I am not a PACN member, but I am registering by 2/Nov/02. Enclosed is my check for \$89.
- I am a PACN member registering after 2/Nov/02. Enclosed is my check for \$99.
- I am not a PACN member, and I am registering after 2/Nov/02. Enclosed is my check for \$109.
- I want to be a PACN member, and I am registering before 2/Nov/02. Enclosed is my check for \$114. (Includes \$25 annual PACN member dues.)
- I want to be a PACN member, but I am registering after 2/Nov/02. Enclosed is my check for \$134. (Includes \$25 annual PACN member dues.)

I understand that registration fees are not refundable, but they are tax-deductible. Please send your registration and payment to

William D Morgan, IEEE PACN Treasurer, 23 E Fairmont Dr, Tempe AZ 85282, bmorgan@amug.org