



# Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor  
**MEETINGS ON 13 AND 27 SEPTEMBER 2004**

Note: The two-meetings-per-month schedule resumes in September.

## **MEETING 13 SEPTEMBER**

Consultants Roundtable member Gary Brunson, CEO of Glat Associates and Debra Rider, President of Rider-Brunson, LLC, will speak on the topic, "Forming and Running Advisory Boards." When dealing with company management, consultants frequently must deal with a company advisory board, a "competitive" group which advises management in operations and finance. In today's business world companies are utilizing advisory boards more often.

## **MEETING 27 SEPTEMBER**

Chairman Ahonen will lead a discussion on new approaches for consulting with management.

## **JULY'S FIRST MEETING**

Fred Siegman, President of Siegman Consulting Services, Ltd., Chicago, spoke to us about the importance of building strategic relationships through networking. Siegman is an expert in the field of inter-community relations. He is active in the Chicago Chapter of the Institute of Management Consultants. He emphasized the importance of making one's self known to potential clients. He stressed the importance of whom one knows as well as what one knows.

## **JULY'S SECOND MEETING**

While the scheduled speaker could not be with us, Messrs Brian Baker and Ralph Aceto pinch hit to explain some things about the advent of fiber optics and the MetroNet program in our community. Mr. Baker is involved in the program as is Mr. Aceto. These gentlemen offered to return at a later meeting to update us on the progress of the program. Its design is expected to induce more industry to utilize our area as a base for doing business on the Internet and wireless, as well. The City of South Bend will be in Phase A. Mishawaka and the rest of St. Joseph County will be in Phase B. Phase A is 60% in place.

WOODROW WILSON SAID,

"The history of liberty is the history of resistance...[it is a] history of the limitation of governmental power." (That battle is still before us. Ed)