



# Table Talk

## **Consultants Roundtable Monthly Newsletter – Jeff Freers, Editor**

APRIL 1, 2008 MEETING

Discussion Chairman Tom Dobson let the group in a discussion on marketing opportunities and challenges for consultants during less than ideal economic times. Opportunities in education, training and networking were discussed.

APRIL 15, 2008 MEETING

The Program Speaker for April was Mark Rutledge, President of Tru-Pay. His company was a "scratch start-up in 2003. They offer both traditional and paperless payroll processing for companies ranging in size from 1 to several hundred employees. They now have three offices, all within the Midwest and are their main focus is on mid-market companies not located in major cities. Since their inception, they offer integrated data solutions, including HR data management and disaster planning.

COMING MEETINGS

MAY 6, 2008

The discussion topic for this meeting conducted by Discussion Chairman Tom Dobson will be "How much input or influence do consultants have in making important corporate decisions?" Bring your thoughts, experiences and observations.

MAY 20, 2008

The May Program will be Don Inks, Director of Redevelopment with the City of Mishawaka.

A local product with a degree in accounting, Don worked 2 years with Coopers & Lybrand public accounting firm. Wanting to do something more than auditing numbers and preparing tax returns, he took a job with the City as Fiscal Officer for the Department of Community & Economic Development. Most of his 26 years with the City has been in the area of Business Assistance, providing loans, tax abatements and referral services to area businesses. In 2000, he became Director of Redevelopment and continues in that capacity today.

"The entrepreneur is essentially a visualizer and actualizer... He can visualize something, and when he visualizes it he sees exactly how to make it happen." --**Robert L. Schwartz**

"Whatever you can do, or dream you can, begin it. Boldness has genius, magic, and power in it." --**Johann Wolfgang Von Goethe**

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CONSULTANTS ROUNDTABLE