



Table Talk

Consultants Roundtable Monthly Newsletter – Jeff Freers, Editor

MAY 6, 2008 MEETING

Discussion Chairman Tom Dobson let the group in a discussion on the question of just how far consultants should go in advising clients. Questions such as the Consultants role as advisor, mentor, mediator, facilitator and career advisor were discussed.

MAY 20, 2008 MEETING

The Program Speaker for May was Don Inks, Director of Economic Development for the City of South Bend. He began with an overview of Economic Develop and those parties with which the city has partnered, Project Future and the Chamber of Commerce. He discussed main tools available to the city, the Industrial Revolving Loan Fund, and business as well as residential tax abatements. He then provided an update on the major development areas, Downtown/Eastbank, Airport/Studebaker Corridor, West Washington, South Side Retail, Northeast Neighborhood and Douglas Road.

COMING MEETINGS

JUNE 3, 2008

The discussion topic for this meeting conducted by Discussion Chairman Tom Dobson will be Client Relationship Issues. We will discuss such issues as handling mid-stream assignment changes, payment terms, and other difficult "client situations". Bring your thoughts, experiences and observations.

June 17, 2008

The June Program will be State Senator John Broden.

"The more I've thought about it over the years, the more I've concluded that what really leads to outstanding consultants, and I think then outstanding performance in almost anything you can think of, is the willingness to really take risks, take risks with your thinking, to take risks in how far you're trying to push the client, and not to be conservative and too cautious. I had a conversation with a colleague recently who was learning how to ski, and he said that, in the course of his ski week, he concluded that, if you weren't falling, you weren't learning, and I think that's, you know, a general rule of life. You've got to take risks and be willing to fail."

Fred Gluck, Managing Director, McKinsey & Co, Pinnacle, June 19, 1994.

Jeff Freers Secretary / TABLETALK Editor
CONSULTANTS ROUNDTABLE