



# Table Talk

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

**CONSULTANTS ROUNDTABLE WILL NOT MEET ON TUESDAY AUGUST 5, 2008**

THE AUGUST 19 MEETING WILL TAKE PLACE AS USUAL.

## **JULY 15, 2008 MEETING**

Heidi Beidinger of SMK Consulting, Inc. spoke to a very well attended meeting about her role as the administrator of the South Bend School Corporation Freshman Academy. The Freshman Academy was conceived and exists for the expressed purposes of decreasing the high school drop-out rate and increasing the graduation rate. It is a multi-faceted and multi-level program that engages the school administration, teachers, students, parents, the community and businesses in the areas of student responsibility, relationships, and curriculum relevance, beginning at the time of Freshman enrollment. Research indicates that students make the decision to stay in school within the first 60 days of the beginning of their high school experience. Points of emphasis are in the professional development of teachers so that they will have control over the substance of their classes, involving students in a variety of activities in the school including extra-curricular and partnering with the community and business in order to assure relevant subject matter. There is a particular emphasis on the teacher/student ratio with 25/1 being achieved in core subjects.

## **AUGUST 5, 2008**

*-NO MEETING-*

## **AUGUST 19, MEETING**

Discussion Chairman Tom Dobson will lead the Roundtable in a discussion of the topic: "How to make yourself more valuable to your clients as a consultant." Dispelling the myth that businesses stop spending in tight economic times, the group will discuss what measures can be taken to illuminate the true worth of a consultant in determining the strategic direction of a company. The sales strategy of determining the needs before offering services will also be discussed. Members are asked to bring any experiences, thoughts, and insights along that will add to the discussion.

"What we want is to see the child in pursuit of knowledge, and not knowledge in pursuit of the child."  
--George Bernard Shaw

"A teacher is one who makes himself progressively unnecessary."  
-- Thomas Carruthers

Jeff Freers Secretary / TABLETALK Editor  
CONSULTANTS ROUNDTABLE