



# Table Talk

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

## **MEETING NOTE!**

**CONSULTANTS ROUNDTABLE WILL NOT MEET  
ON TUESDAY SEPTEMBER 2, 2008**

THE SEPTEMBER 16 MEETING WILL TAKE PLACE AS USUAL.

### AUGUST 19, 2008 MEETING

Discussion Chairman, Tom Dobson led the group in a discussion on the topic of how to become more valuable as a consultant. Using the premise that companies do not stop spending money during an economic downturn, questions such as how to increase the value of consulting services to clients were queried as they related to strategy, market, employees, uniqueness, and planning. The potential for business owners to work on their businesses rather than in their businesses during economic downturns was questioned, with the need for them to put out fires as a more pressing need. Measuring results by the use of metrics was discussed as a means to gauge results and increase consulting value.

### SEPTEMBER 2, 2008

*-NO MEETING-*

### SEPTEMBER 16, 2008 MEETING

Consultants Roundtable Member, Dr. David Hagen of AcrossTech will discuss the energy crisis, and the sources of oil and alternative energy.

"life is not about waiting for the storm to pass...it is about learning to dance in the rain" - unknown

Jeff Freers Secretary / TABLETALK Editor  
CONSULTANTS ROUNDTABLE