



Table Talk

Consultants Roundtable Monthly Newsletter – Jeff Freers, Editor

MARCH 3 MEETING

Discussion Chairman, Tom Dobson led the Roundtable in a discussion the challenges presented in marketing consulting services to businesses in need of services, but because of the economic factors, can't afford them. Topics such as how to address the subject, considering bartering, loaning money to clients, accepting equity in clients businesses, and collections were discussed.

MARCH 17 MEETING

Roundtable member Jeff Freers, President of The Executive Suite at Jefferson Centre presented the March program: How To Compete and Win With A Home Based Business. The three types of home businesses were discussed along with strategies and services that are available to strengthen and enhance each. In quoting *The Home Office from Hell Cure*, by Jeffrey Landers, Freers recognized the fact that being home based is a long term goal for many small businesses because of the lifestyle and convenience it affords. The program centered on making that type of home based business not only sustainable, but competitive by making use of services and facilities that are usually associated with much larger companies.

COMING MEETINGS

- APRIL 7 MEETING - Tom Dobson will lead the Round Table in a continuation of the discussion on home based consulting businesses, and specifically what their needs are, and how they can be met. Specific questions as to time utilization and increasing billable hours will be discussed.
- APRIL 21 MEETING - Dr. Grant Black, an economist from IUSB and editor of Michiana Business will be the speaker.
- MAY MEETING - Don Kyle, Executive Vice President of Mutual Bank will be the speaker.
- JUNE MEETING - State Senator John Broden will speak.
- JULY MEETING - DR. David Hagen of AcrossTech will speak on Alternative Fuels for Peaking Oil.

NEW MEMBERS

With the publication of the Spring Membership Directory, we would like to welcome the following new members to the Roundtable:

- VAL BLANCHETTE - Biomedical Corporate Consulting
- ROBERT HOSIER - Hosier Design and Photography
- BOB LEWIS - Siwel, Inc.
- THOMAS MEILSTRUP, CPCU,CIC,CRM,ARM,AAI, CPJA - Insurance Advisor
- BRAD STAATS, CPIM - Peak Enterprise Solutions
- RICHARD WOODEN - Success with CRM Consulting, Inc.

"Delegating work works, provided the one delegating works, too" - Robert Half

"Hire someone to do what you don't like to do, you will make two people happy" - Anonymous

Jeff Freers Secretary / TABLETALK Editor
CONSULTANTS ROUNDTABLE