



Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor

MARCH MEETINGS: 14TH AND 28TH

MEETING 14 MARCH

Larry Hill and Rich Horner of Hill and Associates, Elkhart, will discuss "Retirement Planning for Small Businesses." There is much inappropriate information "out there" on this subject; so, these gentlemen will endeavor to set the record straight on what small businessmen can do to help themselves. Of course, there are those of us not ready to retire because we are small businessmen.

MEETING 28 MARCH

The second meeting of the month will feature Bill Brennen presenting the topic of long term care. He will introduce Rex A. Sallak, LUTCF, a Sales Manager with the John Hancock Financial Network in Edison Lakes, Mishawaka. He has almost 25 years of management experience in various retail and not-for-profit settings. He will discuss "How to Ensure Tomorrow's Financial Independence Today" and answer questions including "What is long-term care (LTC)? - What are the chances of needing LTC? - What are the costs associated with LTC? - and What are the various funding sources for LTC?" If you have questions beyond these, bring them to the meeting for answers.

FIRST MEETING IN FEBRUARY

Messrs. Jim Hall and Jim Walsh of the Northern Indiana Business Assistance Center, Inc., Elkhart, presented the topic, "Lean Manufacturing." While we had a similar topic presented last year by Larry Davis of Daman Products, the two Jims presented some new things about the subject. The concept originated in Japan with Toyota. Several points made were: 1) Work-in-process held for long periods is a form of waste; 2) Excess motion is unnecessary; 3) Underutilized employees also is a form of waste. All these things cost \$. Eliminating such waste is step toward "Lean." To trim down waste throughout a plant cannot be done overnight.

SECOND MEETING IN FEBRUARY

The second meeting of each month usually is devoted to a discussion topic. This month Don VanderHey presented "Bookmarking for Consultants." Discussion followed about whether to propose services by the hour or by the day; and, whether to propose by job or by time. Also there was discussion about utilizing retainers. Don urged reading the book, "Million Dollar Consultant" by Alan Weiss