



Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor

TABLE TALK FOR MAY 2007

MEETING 1 MAY 2007

This first of two meetings of the month is usually reserved for discussion among those present. However, it is our good fortune to have Evelyn Walton of Elkhart, owner of Your Computer Connection, LLC, be with us for a program. She is going to provide tips for small business owners, especially those who function on their own without the help of an in-house computer assistant. Most CR members are in that category, so her input will be appreciated greatly.

MEETING 15 MAY 2007

This second meeting is our usual program meeting. The speaker is Larry McHugh, Environmental Attorney-at-Law with Barnes & Thornburg. He will talk about the changing of the environmental rating of St. Joseph County along with Elkhart and LaPorte Counties. He will give us some insight on the impact of this change for local businesses as well as helping to attract new business to the area. The subject of environment is getting a lot of play these days, so Mr. McHugh's topic about the impact of the environmental change for our area should be quite revealing.

COMMENTS ABOUT THE CONSULTANTS ROUNDTABLE

The leadership of this organization would appreciate hearing from the members to suggest topics which may be appropriate for our meetings. When you respond, please indicate your willingness to provide a program on suggested topics, either giving the program your self, or getting a speaker for it. Any other thoughts about CR you may have also will be welcome. Send them to any one of the group's leaders. E-mail is OK.

SALES ARE KEY

Sales are the lifeblood of any business! Paul E. Ziegler, a successful salesman for over 30 years wrote:

"Bite off more than you can chew, then chew it.

"Plan for more than you can do, then do it.

"Hitch your wagon to a star, keep your seat - and there you are!"

Success is a journey, not a destination. - Ben Sweetland

The two leading recipes for success (invention) are: building a better mousetrap, and. . . finding a bigger loophole.

- Edgar A. Shoaff