



# Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor  
TABLE TALK FOR DECEMBER 2004

## DECEMBER MEETING

There will be only one meeting this month. It will be held at 7:30 AM 13 December at Honker's Restaurant on Day Road in Mishawaka. This is the annual December meeting in which members get breakfast paid for by Consultants Roundtable. However, this is not a closed meeting for members only. Rather, anyone is welcome to attend. It's just that members eat free. There is no formal program except the new officers will be announced, and they will be confirmed by vote at the January 2005 meeting which is the Annual Meeting required by Indiana. Any member looking for the opportunity to present his consultancy is welcome to speak at this meeting. Time will likely permit more than one member to speak.

## LAST MONTH'S MEETINGS

Bill Schwartz, Dean of the School of Business & Economics, was our speaker at the first meeting in November.. Bill has a passion about the importance of ethics in business. He made reference to several large corporations where the lack of ethics - especially in accounting and auditing -has resulted in their demise. Ethics is his subject when teaching business students; so, he stresses to them the great need for ethical conduct in the day-to-day requirements of running a business and in contacts with those with whom the business has dealings..

At the second meeting there was a discussion of topics to be considered at "second" meetings next year. Don VanderHey will chair those meetings. Suggested topics are Marketing & Promotion, Collection Techniques, Preparing Proposals, and Networking techniques.

It has been learned that Dave Pfister will undertake the job of First Meetings Program Coordinator, thus relieving Bill Brennen and Jim Perkins who have performed in this capacity for the past few years. Like Jim and Bill, Dave will welcome the assistance of members giving program ideas