



# Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor  
**MEETINGS ON FEBRUARY 14 AND 28**

## **MEETING FEBRUARY 14**

The topic is "Lean Manufacturing" by co-presenters Jim Hall and Jim Walsh of the Northern Indiana Office of Indiana Business Modernization and Technology Corporation, located in Elkhart, Indiana. This is the first of the regular two meetings this month.

## **MEETING FEBRUARY 28**

This is the second of the regular semi-monthly meetings. Don Vander Hey will lead a discussion on a topic of current interest or about consulting opportunities available to independent consultants which make up most of the membership.

## **DUES ARE DUE**

Dues are \$50. This includes your listing in the annual Consultants Roundtable directory which will go to press this month. Also, you will be listed on the Roundtable's web site. Contact Jim Dominello for more information. The web site is [www.consultantsroundtable.org](http://www.consultantsroundtable.org)

## **LAST MONTH**

At the first meeting of the month CR member Don Vander Hey of General Business Services in Elkhart, gave a review of the changes in federal income tax for reporting 2004 and to be aware of for 2005. Some of the business highlights for deductions are:

- State sales and income taxes paid.
- Off-the-shelf software.
- Research credit up to 20%.
- Up to \$2,000 for clean-burning fuel.

The second meeting of the month featured Bill Brennen, CR member and President of the Chicago Chapter of International Management Consultants. Bill gave a power point presentation on the steps to be taken from prospecting for a client up to closing for a an assignment from that client.

## **EDITORIAL**

The month of January featured CR members giving programs. Great! There is a host of talent in the Consultants Roundtable membership. More members are encouraged to give a program. Sign up with Dave Pfister, CR Program Chair., or with Don Vander Hey, Discussion Program Chair.