



Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor
JUNE 2004 MEETINGS: 14 AND 28

14 JUNE MEETING

Our speaker is Gina Schumacher, Director of Sales & Marketing, Marriott River Front Hotel, South Bend. She came to South Bend from the Marriott's corporate headquarters in Washington, D.C. She will speak on the competitive environment in the hospitality industry with emphasis on what faces the South Bend Marriott. Sales and marketing are the specialties of many of our members; so, a good turnout is expected. Marketing techniques are always of interest.

28 JUNE MEETING

We have a number of issues for this discussion meeting. The program committee is working on getting an update on what is taking place in developing new technology in our community. Perhaps by this date there will be more information about that.

LAST MONTH

The first meeting of that month featured Steven Watts, President & CEO of Sobieski Bank. Steve has had a challenge just trying to salvage the bank from the fraud perpetrated on it by a trusted employee. That employee has been tried and convicted; however, the bank was not helped financially by that bit of justice. Stripped of its major assets and heavily in debt as a result precludes the bank from making loans because of insufficient assets to back them. The upshot of this has been that MFB Financial has stepped in by purchasing remaining assets. Those of us interested in turnarounds heard some familiar steps Steve took to restaff the bank, meaning replacing some nonperforming staff.

The second meeting of the month was CR's Chairman, Cliff Ahonen, leading a discussion on negotiating consulting contracts to make them profitable.

CIRCULATION BY E-MAIL AND THE CR WEB SITE

www.consultantsroundtable.org is the web site. Members get their issue of *Table Talk* by e-mail. Other interested parties use the web site, which carries information about CR and its members.

WINSTON CHURCHILL SAID:

The price of greatness is responsibility. (Many consultants can say that some leaders will not pay that price.)