



# Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor

**JUNE 2005 MEETINGS: 13 AND 27**

## **MEETING 13 JUNE**

Clifford Ahonen, PhD, of Ahonen Consulting, Goshen will speak on the subject of. "How to Buy or Sell a Consulting Business." Dr. Ahonen is the former owner of a leading market research firm he sold a couple of yeas ago. He has bought and sold another consulting business, as well. Dr. Ahonen has taught marketing at Indiana University South Bend, Southwestern Michigan College, and Indiana Wesleyan University. He is a past president of the Michiana Chapter of the American Marketing Association. Also, he is a founder and past president of the Consultants Roundtable.

## **MEETING 27 JUNE**

This second meeting in June is devoted to members' discussion of their consulting practices and the presentation of information of interest to all members and guests.

## **GUESTS WELCOME**

Guests are welcome and invited to attend any meetings of the Consultants Roundtable (CR). CR is a consulting forum and an opportunity for seasoned and new consultants to pick up pointers on the practice of consultancy.

## **LAST MONTH'S MEETINGS**

Both meetings last month were devoted to discussion and information. A lineup of members to speak at future meetings was developed. Also, members were reminded that there are no meetings in the month of August.

## **COMMENT**

Lee Iacoca, famous for his business turnaround of the Chrysler Corporation, said, "People want economy and they will pay any price to get it!"

That societal attitude is coming back to haunt the people of the U.S. The consumers' desire for products as inexpensive as possible in today's economy has forced manufacturers to outsource making their products to foreign countries where labor costs are much lower. What is the answer to this dilemma for our country? The answer is to get busy with new technology, the forte of the USA. We are ahead of the "pack" in that respect, and we need to increase our lead in order to create the "high-paying" jobs which require high skills