



Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor

MEETINGS: 8 AND 22 NOVEMBER 2004

8 NOVEMBER

Bill M. Schwartz, Dean, IUSB School of Business, will be the speaker. His subject on current business and economic issues will focus on ethics. Prior to coming to IUSB, Dean Schwartz has been on faculties at Arizona State, Temple, and Virginia Commonwealth Universities. He keeps his teaching skills intact by teaching at both undergraduate and graduate levels. Bill Brennen will be his introducer.

22 NOVEMBER

CR Chairman Dr. Cliff Ahonen will lead a discussion on a current topic of interest to business consultants. Dr. Ahonen heads his own consulting business in the field of marketing.

LAST MONTH

The program of the first meeting of the month was Bryan Baker, Principal of the BBK Group, who spoke to us about the latest developments in the MetroNet program. MetroNet will allow "real time communication between various business locations throughout the area. It will utilize fiber optics which will be fed through utility conduits already in place in St. Joseph County. The City of South Bend will be the first area brought online, followed by the County and Mishawaka. Future programs will keep us up to date on the MetroNet as its development unfolds.

The second and our usual discussion meeting was about getting paid for services rendered. Member Jim Dominello related an experience he had in getting paid for an advertising assignment. He wound up in small claims court and won his complaint because the defending party failed to show up. He collected his invoice. His difficulty was due partly to an aspect of his work which was not written formally. There were other comments about securing payment. One was to get a partial payment in advance. Also, progress payments thereafter were recommended. The second point made to get an assignment by written contract by one's written offer and the client's written acceptance. The final comment was to maintain good relations with one's client.

IMPORTANT BUSINESS FUNCTIONS

Peter Drucker said: Business has only two basic functions - marketing and innovation.

Editor's comment: Those two functions might well be in reverse order.