



# Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor

**MEETINGS: 11 AND 25 OCTOBER 2004**

## **11 OCTOBER**

Our speaker will be Bryan Baker of the BBK Group. He will speak to us about the latest developments of the MetroNet and how the new technology of Voice Over Internet Protocol interfaces with it. BBK Group is in telecommunications cost control and management. We should be cognizant of current communications technology which may be necessary for competent consultation with our clients.

## **25 OCTOBER**

It is our usual practice to utilize the second meeting of each month for discussion of various aspects of the consulting profession. The Chairman of our group, Dr. Cliff Ahonen is leading a discussion about ways of collecting consulting fees when they tend to become delinquent.

## **LAST MONTH'S FIRST MEETING**

CR member Gary Brunson and his partner, Debra Rider, presented their new business, Rider & Brunson LLC. The business entitled, "The Alternative Board" (TAB) is the formation of groups of chief executives of small and medium-sized businesses which meet monthly to discuss their various items. Mr. Brunson and Ms. Rider act as discussion facilitators and set the agenda. Generally, a TAB starts at 5 members and grows in numbers as the group wishes. 10 seems to be the upper limit for a group to be able to achieve results.

Mr. Brunson and Ms. Rider are currently seeking facilitators and can be reached at 800-861-1841.

## **LAST MONTH'S SECOND MEETING**

The discussion was led by member Lee Andreae. The topic was about putting together groups of consultants to be advisors to a client. The idea of an advisory group is to assure a client of advice in each of the areas in which that client seeks help. One of the group would be the focal point for a client. Lee stated that he has operated this way in the past and currently is forming a roster of consultants from which groups under his leadership can be formed. Lee feels strongly about the merits of such an approach.

## **PRIVATE ENTERPRISE**

"Some see private enterprise as a predatory target to be shot; others as a cow to be milked; but, few are those who see it as a sturdy horse pulling a wagon."

- Sir Winston Churchill