



Philadelphia Section IEEE Consultants Network

<http://www.phila-ieee-consultants.org>

Conet.phila@ieee.org

CONET Newsletter

April, 2004

Meeting Announcement for Tuesday May 4, 2004

Selling Consulting Services to large Corporations

Date: Tuesday, May 4, 2004

Place: Drexel University Faculty Club, McCallister Bldg. 6th floor, southeast corner of 33rd and Chestnut St., entrance "auditorium", take hallway to right, elevators just beyond bookstore.

Dinner: 6:30 PM (Social time from 6:00 PM)

Meeting: 7:15 to 9:00 PM

Theme: Selling Consulting Services To Large Corporations

Parking: Free parking is available at two locations: (A) Lot # 34 is entered from 34th Street just north of Chestnut Street. The attendant will ask you to sign that you are there for the IEEE meeting. (B) The fenced area behind the McCallister building is entered from 33rd street, just south of Chestnut St. Place a sign on your dashboard stating IEEE Meeting. A suitable sign, ready for printing, is on the last page of this newsletter.

Selling Consulting Services to Large Corporations

On May 04, 2004, Walt Johnson, President of Precision Systems Inc (PSI) , a High Technology Engineering Consulting and Contracting firm, will present his successful techniques for selling to Fortune 500 companies. These methods apply for Consulting and Engineering companies with one employee or many employees.

Everyone is welcome to attend. You do not have to be a CONET member or consultant. CONET members and non-members pay the same fee for dinner (\$28.00) which also includes the meeting portion. Students and CONET members may attend just the meeting portion at no charge; however, all others will be charged \$10.00. To reserve dinner, send an e-mail by April 26, to: locasale@ieee.org, (or call Tom LoCasale at 215 - 345-6424). Mail your check, payable to CONET, to: Vision 2 Consulting, 29 Stringer Drive, Doylestown, PA. 18901.

CONET REGIONAL MEETINGS

Many members of the Philadelphia Section of the IEEE Consultants Network (CONET) live or work far from the center of Philadelphia. Several have suggested that, in addition to the four general membership meetings held in center city, we schedule a few meetings near Wilmington, DE; Southern NJ, Princeton, NJ and Bucks/Montgomery counties, PA.

The first of these regional meetings was held on Tuesday, April 13, 2004 in Claymont, DE, near Wilmington. The meeting was a great success. 21 people attended and learned about CONET and how we work.

The next regional meeting will be held in June in the Bucks/Montgomery counties area. We'll be sending out meeting details sometime around mid-May. There are tentative plans for one or more New Jersey meetings in the fall. Watch for details in coming CONET newsletters and the CONET website.

COMING EVENTS

May 4 - Regular CONET meeting In Philadelphia (announcement above)

June - CONET regional meeting for Montgomery/Bucks Counties

June 23 - Chemical Consultants Network annual picnic meeting. For details go to

<http://www.chemconsultants.org>

Fall, 2004 - CONET regional meeting in New Jersey

Your thoughts and comments relative to CONET activities or consulting can be voiced to other members and officers through the CONET forum:

<http://www.engineeringforum.org/forum/forumdisplay.php?s=&forumid=16>

For additional information on CONET visit our website: <http://www.phila-ieee-consultants.org>

For Philadelphia IEEE Section activities the section Almanack is now available on line at the web address <http://www.ewh.ieee.org/r2/philadelphia>

Jim Walsh
CONET Secretary

CONET Officers

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IEEE

Meeting

Attendee