



Philadelphia Section IEEE Consultants Network

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

Conet.phila@ieee.org

CONET Newsletter October, 2005

Meeting Announcement for Wednesday October 26, 2005

Date: Wednesday, October 26, 2005
Place: Sheraton Hotel, 36th & Chestnut Streets
Dinner: 6:30 PM (Social time starts 6:00 PM)
Presentation / Q&A: 7:15 to 9:00 PM
Topic: "Engineer to Entrepreneur - Making Your Dream a Reality - (Part 1)"
Parking: IEEE will pay the parking fee for the Sheraton indoor lot, if you have your ticket validated at the meeting. Enter Sheraton Parking from 36th Street.

Engineer to Entrepreneur - Making Your Dream a Reality Part I - Process and Opportunities

Hewlett and Packard did it, as did Jobs and Wozniak. They all were technical people, with an idea and a dream. Maybe you are an engineer or consultant who also has that proverbial 'brilliant' idea. Or lets say you have a small technical business which already provides consulting services, but you dream of making and selling a product. As technical experts, we often don't know where to go or whom to ask to get help in accomplishing these goals. Now, in conjunction with the Temple University Small Business Development Center, CONET is pleased to present the first part of a two part series / workshop which will address these issues, and a lot more.

Karl Kraus is President of *Material Growth Partners*, and has extensive experience in developing strategies to help small and mid size companies grow their businesses through innovative market and product development processes. Karl will provide the initial overview and roadmap of the overall development process.

Margie Beard is Manager of the Technology Commercialization Assistance Program at *Temple University Small Business Development Center*, and has extensive experience and a wealth of knowledge not only in helping technology companies develop and implement commercialization strategies, but also in many other areas generally related to small technical start ups. Margie will provide an overview of the government SBIR, and if time permits, the Ben Franklin Technology Grant programs. These topics will be extended and developed further in the second part of the workshop, which will be held at our December meeting – look for the announcements.

After the presentation, we have a lively interactive question and answer session. Everyone is invited, you do not need to be a CONET or IEEE member. Networking is strongly encouraged!

Price for dinner and the meeting is **30 dollars**, admission to the presentation only is **10 dollars**. CONET and IEEE Student members can attend just the meeting / presentation at no charge.

To reserve your place, email (*preferred*) CONET@bilectron.com, or call **Bill Jupin @ 610-631-1018** no later than **noon Oct 21**. Please include with your confirmation an evening phone number, whether you will be attending dinner, and any special vegetarian meal requirements.

Your presence and support insures our continuing success as a Philadelphia area Consultants Network. (*Winner 2005 IEEE Phila Chapter of the Year Award*) **WE LOOK FORWARD TO SEEING YOU THERE!**

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

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