

◆ Consultants in Minnesota ◆

March 2003

President's Message

By Randy Hayman

Greetings!

First, I would like to graciously thank both Bill McTeer for sponsoring the featured presenter at the February meeting, and Brian Hase, Systems Consulting Group, Inc. for providing an unbiased look at the .NET and J2EE frameworks. Thank you Bill and Brian, for the great presentation.

This month, the topic of our featured presentation is Retirement plans for the Self Employed. Come find out what the current plans have to offer for your present and future contributions.

This month's column contains some thoughts, ramblings and musings that I haven't been able to fill an entire column with, so I'll throw them all up in the air at once.

As a true believer in technology to overcome problems we face, I predict that email will be going the way of X.25 networks. With SPAM now accounting for, by some estimates, 70% of Internet traffic, it is just a matter of time before we leave SPAM, and email by the wayside. What will replace it?

I do not know, but with the surging popularity of Blogs (Weblogs) and Instant Messaging, we may see something related replace email. I do not believe we will eliminate SPAM by programming, filtering by analyzing emails for content, or by legislating against it, we will eliminate SPAM by replacing it's

distribution medium with a better means of communication. I have been using email for twenty years now, and I feel it is getting long in the tooth. Back then, we used an X.25 private network with a gateway to other X.25 networks for sending email, sometime later we used BITNET, then, well before the date Al Gore claimed he invented the Internet on, we were using the Internet with long since deprecated protocols. We *have* come a long way, and we will continue to evolve our electronic communications to solve the problems of today.

On a related note, I also think that the fundamental change that some in the technology business refer to as 'the dot-bomb' era misses is not what the 'dot-com' era failed to accomplish, but that it has succeeded in that we now have a more universal acceptance of that new 'utility' called the Internet. Like the radio and television broadcasts, the dial tone, and like the electrical grid that came before the Internet and have enabled us to achieve revolutionary progress in years past, the Internet infrastructure has been built to a level that it has become a utility to be utilized for revolutionary new opportunities now and in the future. We have yet to see always-on, everywhere, standardized access, but the ground work has been laid, and it has become expected to be 'there' and 'on'.

Similar predictions abound for issues surrounding fair use, piracy, and privacy. The problems we face today will lessen with the acceptance of new models of business, new ways of providing content, and new ways of providing equitable results for those with solutions that people buy and use that do not alienate.

I do not see the pace of change slowing

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Officers:

President: Randy Hayman

Voice (651) 261-9939

Fax (651) 456-9426

mail: haymanr@pureice.com

VicePresident: John B. Rose

Voice (651) 214-5053

email: jbr@icca.org

Treasurer: Norm Nelson

Voice (612) 399-0107

email: norm.nelson@icca.org

Secretary: Larry Bremer

Voice (763) 553-1994

Fax (763) 553-9094

email: ljbremmer@cpcinonline.com

Editor: Bob Newman

Voice (612) 669-2030

email: RNewman@NewSynergyInc.com

Chapter WebSite: www.icca-mn.org

INDEPENDENT
COMPUTER
CONSULTANTS
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Newsletter
of the



Minnesota Chapter

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down, and that is precisely the reason I enjoy the world of high technology. We all solve problems for our clients every day. New problems will continue to arise, and new solutions are going to be required.

We will have technical solutions to our technical problems, but new problems will eventually arise. Just don't let the human side of technology get lost.

That's the view from here.

Randy

Links worth Investigating

Could Bush's Tax Cut Save IT?

Although its passage is far from a certainty, and the situation in Iraq likely will need to be resolved first, some high-tech industry observers see reason to hope that the massive tax cut package proposed by President Bush could provide a badly needed boost to IT spending...

See the Full Story:
<http://www.newsfactor.com/perl/story/20888.html>

Starting from Scratch

What does it take to start and grow a profitable IT business without a lot of money? Here is practical advice from someone who did it

See the Full Story:
<http://www.businessknowhow.com/growth/nevrgiveup.htm>

Women's Business Month Lillian Vernon's Corporate Success Tips for Women

Women have far more visibility and clout in corporate America than they ever have in the past. But that's not good enough. Here is advice from Lillian Vernon on smashing the

remaining glass ceilings and getting the salary you deserve.

See the Full Story:
<http://www.businessknowhow.com/growth/womensucceed.htm>

The Golden Rule of Networking: Stay in Touch With Your Clients 6 ways to foster solid relationships with clients, year after profitable year.

Your business thrives on you making contacts and getting new business. What happens after you've made the sale and they are now a client? How often should you be in touch with that person? What are some rules of thumb for keeping in touch and nurturing your relationship?

See the Full Story:
http://www.entrepreneur.com/Your_Business/YB_SegArticle/0,4621,306665,00.html

Financial Emergency Kit:

Warnings of imminent terrorist attacks, and recommendations to buy plastic sheeting, duct tape, water and canned goods have many Americans on edge. Would you be prepared to evacuate your home if a chemical or biological agent were released?

Would your family be protected if something were to happen to you? Even though most Americans won't be harmed by this war, these steps can help ensure peace of mind in any disaster.

See the Full Story:
http://www.kiplinger.com/basics/managing/wp_emergency.html

The Future of Java

Java has finally achieved one of the highest honors the tech industry can bestow: It is taken for granted as part of the infrastructure on which many companies depend. What does the future hold for this cross-platform programming language?...

<http://www.newsfactor.com/perl/story/20816.html>

IT Workers Find Experience Counts

Survey shows younger IT workers took salary hits last year, while older staffers' checks stayed the same or increased slightly....Why so? IT managers now are demanding that the people they hire have multiple technical skills to go with their business insight,

See the Full Story:
<http://www.informationweek.com/story/IWK20030228S0007>

What Traits Does It Take to Start Up a Business

What personality traits are helpful for those starting a business? The answers to this simple question are shrouded in myth. 5 myths debunked.

See the Full Story:
<http://www.businessknowhow.com/startup/traitsstart.htm>

Thought of the Day:

"Man, unlike any other thing organic or inorganic in the universe, grows beyond his work, walks up the stairs of his concepts, emerges ahead of his accomplishments." - John Steinbeck



ICCA-MN Thursday, March 20, 2003 Presentation

TOPIC: "Retirement Plans for the Self-Employed "
 Speaker: Dave Nordmeier CFS
 Senior Associate
 North Star Resource Group

The new tax law changes have increased retirement contributions in certain accounts up to \$40k per calendar year. Many people don't know of these.

Dave will discuss the pros and cons of the new plans: individual 401(k), SEP and the Roth IRA.



The Minneapolis Strictly Business® Technology Expo

is the region's largest technology exposition. By concentrating on tomorrow's technology, the Expo has evolved along with business technology – making it an essential annual forum for both the buyer and the seller.

Facts:

Date: May 14 & 15
 Location: Minneapolis Convention Center
 Attendance: 15,000
 Exhibitors: 500

Our chapter has had a booth at the Expo since before I was a member (that means at least three years). This is a great opportunity for us to network with others and increase name recognition of ICCA among the businesses in our region.

At our March meeting we will be discussing possible topics that we can present at the Expo. One of the possible topics is the SOHO (Small Office Home Office). This sounds like a good topic that would be of interest to many people who may be considering going into business. Think about it, or bring up some alternatives.

I have worked the ICCA booth for two years. The most common questions I have been asked are "What does ICCA do?" and "How will I benefit from being a member?". I have to admit that my answers are not very convincing... even to myself. "The opportunity to network with other professionals like myself". I hope I didn't spoil my chance of ever working the booth again :). There must be better answers to those questions. Why are you a member?

One of the things that has occurred to me is that our members are some of the most talented IT professionals in this region. We have a very diverse pool of talent. Can we organize our chapter to be an IT solution provider to businesses in our region? Do you think this is worthwhile?

Bob



Meeting Reservations: Members may phone your reservation to Joan Barnes at 651-257-2570 **by 3:00 PM, Monday, March 17, 2003.** Non-members should mail this form to: ICCA Minnesota, c/o Norm Nelson, 2200 E 22nd St. Minneapolis, MN 55404-3165

Name: _____ Company: _____
 Address: _____ City: _____
 State: _____ Phone: () _____

Menu Selection: Wyndham Garden Hotel

 Buffet

Members \$25 Non-members \$28 x _____ = _____
 Late Charge \$2 x _____ = _____

Enclosed is a check for: _____



Next Meeting
Thursday March 20, 2003

TOPIC:
"Retirement Plans for the
Self-Employed "

Italian Market Deli by Lido
 2801 North Snelling Ave
 Roseville, MN 55113-1712 (north of
 Rosedale Mall) 651-636-9721


Social Hour at 5:30PM
 Dinner at 6:30PM
 For reservations call
 Joan Barnes @ 651-257-2570

04/15/03—Wyndham Hotel
05/20/03—Italian Market Deli

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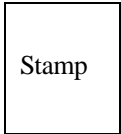
[ed. note]



Attention all ICCA members:
 Get involved--write a story for the newsletter. I need stuff to fill these white(blue) pages!!



5930 N. Oakview Lane
 Plymouth, MN 55442-1536



First Class Mail

