

◆ Consultants in Minnesota ◆

April 2003

President's Message

Greetings!

First, a big thank you goes out to Dave Nordmeier and Ben Setterlund of the North Star Resource Group for their presentation on Retirement Planning Strategies.

A lot has happened in our Chapter since last month's column. We now have three of our chapter members serving on the ICCA National Board of Directors. Bill Buending was elected to the position of Treasurer, Ray Giske was elected to the position of Director, and I was elected to fill the role as Chapter President's Council (CPC) Chair.

According to the National ICCA bylaws, the CPC Chair can not also be serving as a local Chapter President. Since I was elected to the ICCA-MN Chapter President position in February, to take office 1 April 2003, I resigned as the Minnesota Chapter President prior to taking office for a third term. The local Chapter's Board of Directors filled the vacant Presidency with Wade Herschberger, upon his acceptance as interim president.

Other ICCA members elected to the National Board this year are Leigh Weber, Delaware Valley Chapter, as Director, and Jim Watkins, Kansas City Chapter, as Vice President.

The remainder of the National Board is comprised of Jerry Stuckle, Greater Washington Chapter, as President, Carl Carlson, Kansas City Chapter, as Director, Greg Holling, Denver Chapter, as Director, and Tom Tyler, Boston Chapter, as Secretary.

In brief, the National Board of Directors is

responsible for setting policy, procedures, budgets, and ICCA organizational direction which the National Office carries out on behalf of all ICCA members and their Chapters. I will write a future column explaining this in more detail. Suffice it to say that the ICCA National Office and the National Board spends many, many hours each year working on your behalf trying to establish a better playing field for you and your companies to succeed by.

Looking back over these past two years, we have rebuilt our membership base to pre-dot-com fallout levels, established a web presence, documented our local chapter transitional tasks, come into compliance with the ICCA National Chapter bylaws like aligning our fiscal year with National's, etc..., and more, plus we have had fun doing so. With that, I'll pass the keyboard to Wade.

Thank you all for your volunteer efforts to make this chapter what it is. I urge you to continue doing so, and continue bringing new members into our chapter.

That's the view from here.
Randy

Introducing Wade Herschberger

I formed my own consulting company, Revelstone Consulting, 9 months ago with the goal of being able to spend more time doing the technical work I enjoy and being able to reap the rewards of that work. At the time, I expected there to be more involved in running my own company than I understood, which is primarily why I joined the ICCA. I've really enjoyed the interaction with the other members of ICCA as well as the presentations at the monthly meetings.

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INDEPENDENT
COMPUTER
CONSULTANTS
ASSOCIATION

Newsletter
of the



Minnesota Chapter

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I certainly didn't expect to be serving as an officer of ICCA-MN, especially having only been a member for 6 months or so, but when Randy Hayman needed to step down, I was approached by the board of directors and persuaded to help out by serving as interim president. My primary reasons for accepting were to help by giving back to the organization as well as stretching myself personally.

I don't have a firm vision of what I would like to accomplish as interim president but a few things come to mind. First of all, help make sure the organization continues to run smoothly while we look to fill the president position long-term (which may or may not be my role). I'd also like to help the organization continue to provide real value to it's membership. I'm sure we all have similar, but slightly different, goals and priorities for the organization, which is why we joined and continue to remain members. I'd also be interested in helping grow the organization membership and diversity.

Wade

Chapter News

As Randy mentioned in his final "President's Message" three of our members have been elected to the ICCA National Board of directors.

The ICCA National board is composed of nine members. We have the usual offices of President, Vice President, Treasurer, and Secretary. In addition to those positions we have four directors and a Chapter President's Council (CPC) Chair. Here is some more information on four of our new officers.

Bill Buending: Treasurer. Bill won a landslide victory over the write-in candidate "Anybody Else," 51% to 49%. Bill brings a wealth of experience with him, worth at least \$1.97. He was National Treasurer from April 97 to March of 99, which just shows that some

people are not as quick a study as others. In addition to his ICCA experience he has many years of experience guiding both profit and not-for-profit organizations with sound fiscal policies. Some "for-profits" even stayed that way.

Ray Giske: National Director

Ray was elected to one of the four National Director positions. The Board of Directors has assigned him to work with ICCA's Membership Committee. Increasing the membership of the association is one of ICCA President Jerry Stuckle's key interests. Ray has experience as our chapter president and vice president.

Randy Hayman, Chair of the National Chapter President's Council. The council gives recommendations to the ICCA National Board to help them better serve the chapters. Randy's goal is to increase communications within the council on a regular ongoing basis, provide means for chapter presidents to assist others and get assistance to create a strong chapter.

Wade Herschberger: Interim President. Read Wade's introduction on page 1.

Shall we pass out Cards... or Directories?

Our Chapter Board voted unanimously (with one member abstaining) for passing out chapter business cards instead of chapter directories at the Strictly Business Expo.

Consultants learn retirement planning strategies

By Jack Rose ICCA of Minnesota

For some people, the lottery is the only retirement plan they have. ICCA-MN members learned this shocker at our monthly meeting March 20 at Lido's.

Dave Nordmeier, CFS of North Star Resource Group was here for a return engagement after last year's successful and well-received Long Term Care presentation.

"Do what you do best; pay someone else to do the rest." That's the strategy Dave advances with respect to financial planning. You're too busy with the day-to-day operations of your own business, at which you're an expert; Dave's philosophy is to bring in an expert financial planner to establish and implement your own strategy. By no small coincidence, that's Dave's line of work.

Less than five percent of the population will retire comfortably at age 65. The amount you need to live on after retirement is more than you'd think -- usually close to 70% of your current income. People are surviving longer, and the Social Security system is projected to run out of gas somewhere around 2042.



This site has been moved. We'd tell you where, but then we'd have to delete you.

However, Dave cautioned us not to be overwhelmed by the amount you need to set aside each month -- the key to retirement saving lies in the magic of compound interest.

(Continued on page 3)

ICCA-MN Tuesday April 15, 2003

TOPIC: Joan Barnes will present a preview of ICCA's Strictly Business roundtable discussion. Those of you who know Joan, know that she is an exciting and dynamic speaker.

Owners of Small Office/Home Office (SOHO) businesses know that making information technology work effectively is difficult. We have to deal with the same problems large organizations struggle with, such as system administration, security, purchasing, procedures, upgrades, crashes, and training, without a fulltime computer support staff. In conjunction with Strictly Business, independent consultants will be able to meet colleagues with whom they may wish to partner on specific projects, SOHO managers will have a chance to speak informally with consultants, and everyone will get some expert free advice.

!!! May Meeting Moved !!!

Please note that some earlier schedule editions contained an incorrect date for our May dinner meeting. The date had to be moved from Wednesday, May 21 to Tuesday, May 20 so that we could get a meeting room at Lido's.

Speakers Needed

If you know someone who could give a presentation to our group on a topic of interest to technology consultants, please contact Jack Rose (jbr@icca.org). We have an immediate need to fill the May 20 meeting date.

Even Better

Each of us has an area of expertise that our customers value. Giving a presentation at our chapter meeting is an excellent way to establish yourself as an expert, advertise for your business and increase you professional network.

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deductibles, deferrals. There is no one-size-fits-all plan and you should consult with an expert when setting up your own retirement. But a few pointers Dave gave us apply universally:

- Pay yourself first. Don't skimp on making regular contributions.
- Equities, i.e., common stocks, have historically performed best over time.
- Adopt a balanced investment approach to reduce volatility. Emphasize "pooled products" and add some international issues.
- Build from quality. Invest in top-of-the-line equities.
- Invest over the long term.
- Put the same dollar amount into the market each period irrespective of price, and don't try to play the fool's game of timing the market.

Thanks to Dave for again giving of his time and talents to keep independent consultants informed about personal financial strategies.

Some things to think about

"In introductions, you have the opportunity not only to make an excellent first impression but also to make others feel important through sincere recognition of their strengths."

"There are two things which great managers always do. Number one, they always expect and number two, they always *inspect* that



Meeting Reservations: Members may phone your reservation to Joan Barnes at 651-257-2570 by 3:00 PM, Friday April 11, 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

Tuesday, April 15, 2003

TOPIC: "What do we do when there is no topic?"

Wyndham Garden Hotel
4460 W 78th St. Circle
952-831-3131

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


FUTURE MEETINGS

05/20/03—Italian Market Deli by Lido
06/19/03—Wyndham Garden Hotel

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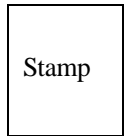
[ed. note]



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



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First Class Mail

Traditional IRA -- Roth IRA -- Simplified Employee Pension -- Individual 401(k) -- it takes an expert to sort through the jumble of letters, numbers, rollovers,