

◆ Consultants in Minnesota ◆

May 1997

President's Letter

From: "RAYJ.GISKE"102430.315@CompuServe.COM

One of the more challenging tasks this chapter president has each month is to prepare a piece for this

newsletter. It is made even more so because of the excellent work of my predecessors in this position,

Joan Barnes and Bill Buending. I've always admired the way Bill's wit and wisdom seems to roll off the end of his pen so effortlessly. And for me to attempt to emulate Joan's casual style would be a disaster from the outset. One of these times, however, I will follow her suggestion and try to put this together some sunny Sunday afternoon while sipping a glass of fine wine.

Our May meeting is scheduled in conjunction with the Strictly Business Show (May 21 and 22). Two ICCA-MN chapter events are planned, both of which you are invited to participate in and both of which are scheduled for Wed., May 21, the first day of the show. First, ICCA-MN will have a room

available (at this time we believe it will be on the first floor near the main entrance to the show) which will serve two different purposes. One purpose is to serve as a gathering place for ICCA-MN chapter members. The second, but definitely not the lesser, purpose is to serve as a venue for promoting ICCA and providing

potential and new consultants with the opportunity to learn from the "Masters". Bill McTeer has scheduled a presentation (Wed. at 1:00 PM) on "How To Be A Consultant". Those of you who have heard this presentation in the past know that is not only entertaining but also informative, even to the seasoned consultant. In addition to the presentation, several other ICCA members have volunteered to

be present from 10:00 AM to 4:00 PM to discuss the 'business' of consulting with anyone who might be interested. Since an invitation will be mailed to over 150 IT consultants in the Twin Cities area, it will

provide the opportunity to promote the National ICCA Conference to be hosted by the Minnesota chapter in June. Note that while the Strictly Business Show will be running for two days, the ICCA-MN component is only being scheduled the first day of the show.

The second event is our regular monthly dinner meeting scheduled for Wed. evening, May 21. Since the meeting is scheduled in conjunction with the Strictly Business Show, there is no program scheduled. We hope you will attend the show and join us for dinner. Even though no program is scheduled, in the past I have always found this event to be one which offers lively exchange on a variety of issues as well as the opportunity to get to know members in a way which is not always possible in our regular format. (Look for the details as to time and place elsewhere in this newsletter.)

Also keep in mind the 1997 ICCA National Conference scheduled for June 21 and 22. By the time you read this, all of you will have no doubt submitted your registrations. Having the conference here in Minnesota provides a wonderful opportunity to promote the local chapter of ICCA. As mentioned above, this is one of the reasons for having the special presentation at the Strictly Business Show in May. While Bill Buending has done an excellent job of putting the conference program together, there are many details which still need attention, some of which you may be able to help with. A couple of possibilities which come to mind include stuffing the 'goodie' bags on June 18 as well as attending the Welcome Reception (Hosted by the Minnesota Chapter) on Friday evening, June 20th. Please contact Bill and let him know your availability. In addition, let people know this event is happening. Of course, you will want to invite your friends and colleagues in the information technology consulting business. Visiting with your clients about the conference and your role in ICCA won't hurt your image either.

In the late breaking news department: After serving as chapter vice-president for several months, Jerry Stiff has submitted his resignation. I hope you will join me in thanking Jerry for his

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Newsletter
of the



Minnesota Chapter

1997 National Conference Update

by Bill Buending

"It is Day 122," Bill Buending, Conference Chair, said at our meeting April 17, "and we have 65 days to go. A little over two months." The conference brochures have been mailed out, and the first two registrations received at National were from Minnesota. In fact, the first registration arrived with just the check, not even the registration form. That is one anxious dude.

Letters have also gone out to 1,600 local vendors, asking for sponsorships and/or products to give away. Even at a one-eighth percent response rate, that would be 20 vendors to sponsor events, set up displays, or provide door prizes.

Items are starting to show up at our conference warehouse, located in Ben Moyle's office. OK, so right now it's only the ICCA booth, but that is an item. By the time you read this, many more items could be stacking up. Bill certainly hopes so.

Our special target group of 170 local consultants who, for one reason or another, do not currently enjoy the benefits of ICCA membership should have received their conference brochures at the same time as the rest of us. We will be calling these folks personally, to encourage them to register for the conference, as well as inviting them to our May meeting

that is being held in conjunction with Strictly Business. Bill has pointed out that a non-member can save \$200 on the conference registration just by joining ICCA, which, as they in some locales, "pert near" covers the first year dues.

A team of 9 stalwarts will gather



at Ben's office on the evening of June 18 to fill the tote-bags. This is challenging work, requiring one to take quantity of a given item and drop it, one by one, into 100 tote-bags. Bill also agreed to serve as a stuffer, once he found out there would be a comprehensive training session before the stuffing actually started. He thinks that, given sufficient training, he can perform the task along with the rest of the team. Someone mentioned that pizza would be a proper incentive, as long as no favoritism was displayed. That touch of tomato, with a hint of garlic, will have to make its way into all 100 tote-bags.

Assembling the Proceedings Manual, a task of a much higher order, will be done in the National

Office. They are far better equipped to insure that page 3 follows page 2 and that the three holes are on the left of odd-numbered pages. I think that is right. At any rate, the completed Manuals will be shipped to Ben's Conference Warehouse in time to join the tomato and garlic in the tote-bags.

If you have not sent your Conference registration to National yet, **WHAT ARE YOU WAITING FOR?** The Super Saver \$395 price ends May 2, so if you are still deciding and reading this on May 3, tough turkey! The best you can hope for now is the Early Bird at \$425, which ends on May 30. Of course, if you flunked Econ. 101 and don't feel comfortable unless you pay full price, just send National your check for \$575. Probably haven't made your hotel reservations yet, either. Sheesh!

And that's the way it is.

From: "RAY J. GISKE" <102430.315@CompuServe.COM>

Lessons from Geese

Editor's Note: "Lessons from Geese" was transcribed from a speech given by Angeles Arrien at the 1991 Organizational Development Network and was based on the work of Milton Olson. Soon after, it began circulating among Outward Bound staff throughout the United States. We post it here with the hope that we can all learn these lessons.

FACT 1: As each goose flaps its wings it creates an "uplift" for the birds that follow. By flying in a "V" formation, the whole flock adds 71% greater flying range than if each bird flew alone.

LESSON: People who share a common direction and sense of community can get where they are going quicker and easier because they are traveling on the thrust of one another.

FACT 2: When a goose falls out of formation, it suddenly feels the drag and resistance of flying alone. It quickly moves back into formation to take advantage of the lifting power of the bird immediately in front of it.

LESSON: If we have as much sense as a goose we stay in formation with those headed where we want to go. We are willing to accept their help and give our help to others.

FACT 3: When the lead goose tires, it rotates back into the formation and another goose flies to the point position.

LESSON: It pays to take turns doing the hard tasks and sharing leadership. As with geese, people are interdependent on each other's skills, capabilities and unique arrangements of gifts, talents or resources.

FACT 4: The geese flying in formation honk to encourage those up front to keep up their speed.

LESSON: We need to make sure our honking is encouraging. In groups where there is

encouragement, the production is much greater. The power of encouragement (to stand by one's heart or core values and encourage the heart and core of other) is the quality of honking we seek.

FACT 5: When a goose gets sick, wounded or shot down, tow geese drop out of formation and follow it down to help and protect it. They stay with it until it dies or is able to fly again. Then, they launch out with another formation or catch up with the flock.

LESSON: If we have as much sense as geese, we will stand by each other in difficult times as well as when we are strong.

ICCA MN schedule

Almost 1/3 of the members responded to a survey about the after dinner topics. As requested, more than one topic was usually indicated. Here is the resulting schedule for 1997 and early 1998.

DAY DATE	LOCATION	TOPIC	SPONSOR
1997			
Fri Jun 20	Airport Marriott	National Conference	Bill Buending
Sai Jun 21	Airport Marriott	National Conference	Bill Buending
Sun Jun 22	Airport Marriott	National Conference	Bill Buending
Sun Jul 27	Fort Snelling	Summer Fun	Joan Barnes
Thu Aug 21	Wyndham	New Ways to Office	t.b.a.
Tue Sep 16	Lido	Self Improvement	Gordon Schesel
Wed Oct 15	Wyndham	New Consultants Forum	Bill McTeer
Thu Nov 20	Lido	Year 2000	t.b.a.
--- Dec	t.b.d	Holiday Fun	Larry Bremer
1998			
--- Jan	----	Annual Mtg / Broker Fair	Ben Moyle
--- Feb	----	Voice Systems	t.b.a.
--- Mar	----	Business Accounting	t.b.a.
--- Apr	----	Mktg /or/ Collab. Rel.	t.b.a.

Any of the "t.b.a." is an opportunity for you to sponsor a speaker. Contact Jerry Stiff to get the topic of your special interest.

May Meeting!

The next ICCA 'meeting' is a post-game-wrap-up of Strictly Business. Dinner at Pronto's at the Hyatt, 13th and Nicollet, Minneapolis Wednesday, May 21, 6:00 PM. This is an order-off-the-menu, pay-for-what-you-eat arrangement. Please call Joan Barnes, 257-2570, at least by noon on Wednesday, if you are planning to attend. We need to have half a clue as to how many chairs to reserve. I encourage everyone to try to make this meeting. It's a good time to eat some good food, drink some good wine, trade ideas on how to improve our businesses and how to improve our association, and tell a few Year 2000 jokes. And a good time is had by all.

Next Meeting

May 21 - Strictly Business Expo
at Mpls Conv Ctr

Dinner at Pronto's at the Hyatt at 6:00PM
For reservations call Joan Barnes @ 257-2570

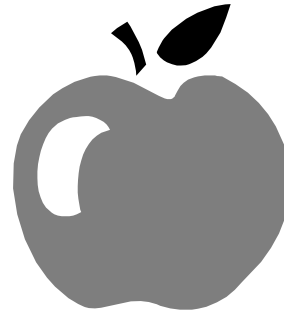
FUTURE MEETINGS

Fr-Su Jun 20-22: Airport Marriott
National Conference
Bill Buending

Sun Jul 27: Fort Snelling
Summer Fun
Joan Barnes

[ed. note]

: to the membership in general!
This space is available. Get involved!
Contribute to the monthly newsletter of the
ICCA Minnesota.



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