

◆ Consultants in Minnesota ◆

July 1997

Presidents Letter

by Ray J. Giske

If time goes quickly when you're having fun, then I must be having a whole lot of fun! It seems like only last week when I wrote the last column. A lot has happened since that time. Furthermore, there doesn't seem to be much opportunity for pause in the next month even though we're moving into the lazy, hazy days of summer. (Because I failed to get my column to the edit or in time for the last issue, this column will cover a couple of months.)

First of all, I am pleased to announce that the Minnesota Chapter does have a new Vice-President. The Board met and unanimously nominated Gordon Schesel who has already accepted and is actively working on coordinating the fall program schedule. Gordon has been an ICCA member for several years and has always seemed ready to lend a helping hand whenever asked. We are happy to have him as a member of the Board and if you don't already know him we hope you get to know him soon.

For those of you who were unable to attend the Strictly Business Expo or stop in at the 'ICCA Room', you missed a great opportunity! I, myself, only had a couple of hours to stroll through the floor of the Expo. As I walked through the exhibit space, I was, once again, overwhelmed by the array of technology available but, at the same time, disappointed in my capacity to digest all of it. I am certain that someone has developed a strategy for making the most of the time at one of those things but I certainly have not. Maybe someone should invent a kind of mental technology sponge.

On the other hand, the ICCA Room was considered a success by those ICCA members who participated in it. We had three objectives in mind when we decided to go into it.

These included:

- 1) promoting ICCA,
- 2) promote the national conference
- 3) hustle up a new member or two.

The mailings prepared both by Bill McTeer and Bill Buending (which you undoubtedly received) served effectively to accomplish both the first and

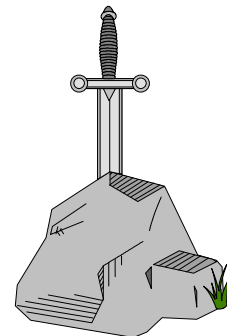
second, even if nothing else had happened. While more detail is provided elsewhere in this newsletter, I want to thank all who spent some time there and especially Bill McTeer for organizing it and making it happen. I sat in on part of his presentation and found it well attended and, judging by the questions asked by the attenders, well received. We will likely be participating in the event again next year.

Then there was the National Conference! Bill Buending's wrap-up appears elsewhere in this issue. However, I would like, first of all, to make my assessment of the event. I think it was a very good conference and well worth the time I spent there. The speakers were interesting and animated (especially, the keynoter on Fri. AM). The facility was most appropriate for the size of group we had and the food was more than adequate. If the conference in Philadelphia next year is any better, it will only be because they had a full year to work on it rather than a short six months.

Secondly, and this is most important of all! A very large THANK YOU is owed to Bill Buending for making ICCA-MN chapter look good in getting the conference put together in a very short period of time. It was challenging enough simply to get it put together; however, Bill and Joyce Burkhardt (ICCA National Exec. Director) got it together in fine style. They should be congratulated! Thanks Bill for great job!

One of the great strengths of this chapter is its core of talented and dedicated people. (I plan on saying more about that next month.) Another one of those is Joan Barnes who is putting together the Summer Fun program for the mpteeth time. Hope you will look for the details on that and get your reservations in early. Remember: All work and no play makes ... (Whatever!)

Have a great summer!



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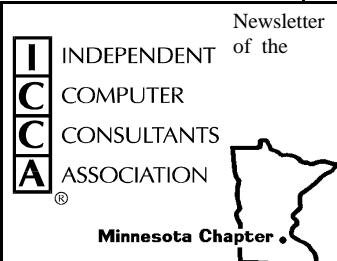
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1997 Conference Update

By Bill Buending

What a great effort, people! Successfully devoted, I might add. You did good! Atta-girl, and atta-boy.

The 1997 ICCA National Conference was, according to the 37 attendees returning conference evaluations, an "excellent" experience. They heard lots of "significant business ideas and tips." And they would recommend ICCA conferences to their peers. You can't hardly ask for more than satisfied clients.

At the Awards Banquet Saturday night, we honored some folks who have been around ICCA for a long time. Jorgiann Waltner was recognized for 15 years of membership. In the 10 year category, we had Larry Bremer, Deb Childs, Dennis Rankin, and Patty Stolpman. Completing 5 years of membership are Daniel Fischer and Michael Steffen. And in the the group of first year members attending the conference, we find Steve Roetzel. Congratulations to you all.

Minnesota had 17 people registered for the conference, the largest group there. Unfortunately, our air miles were zero, so we didn't win the Traveling Award. Registered were Joan Barnes, Larry Bremer, Ray Giske, Magne Hatlevik, Karl Hella, Bill McTeer, Ben Moyle, Norm Nelson, Steve Roetzel, Bill Smale, Jerry Stiff, Patty Stolpman, Sheridan Timms, Jerry Wallace, Jorgiann Waltner, and John Zimdars. That's only 16. Oh yes, I was there, too.

Although I didn't keep close track, a lot of these folks won door prizes during the product give-away. Well done, Minnesota.

After the Awards Banquet Saturday night, we had a kareoke DJ for entertainment. Most of our group, in fact, most of the assemblage found that they had more pressing things to do than sing along. I don't understand. We gave people a bar, the words are displayed on a screen and they light up when you should be singing that word, and there is absolutely no requirement that you match any of the musical tones. But, you would have thought they were giving away free \$100 bills in the parking lot.

I can report that there was a contingent of fifteen or twenty that participated. Bill Smale was very good. Others from around the country sang equally as well. It was a fun time, lots of laughter, and lots of camaraderie.

Karl Hella set a networking standard for all

of us. When he introduced Leonard Bisk Sunday afternoon, Karl took a small survey of the number of new names we had for our network files, and read off nine names from his list.

I need to thank a lot of people, and will probably leave someone out. But, here goes, anyway. First, thanks to the Chapter Board for bailing me out when I got us into this thing; Ray Giske, Jerry Stiff, Ben Moyle, Sheridan Timms, and Joan Barnes. Thanks, guys, but next time, you probably won't invite me to your meeting.

Joan Barnes stood by me during the Great Logo Loonies. While neither her input nor mine made it off the cutting room floor, Joan's idea was ultimately used. Nice work, Joan, and thank you.

Joan Barnes, Ray Giske, and Bill McTeer provided names of speakers. Conference speakers Glenda Eoyang, Marc LeBlanc, and Julia McGregor came out of that effort. Thank you, Bill, Joan, and Ray.

The tote-bag stuffing crew was Joan Barnes, Larry Bremer, Magne Hatlevik, Norm Nelson, Don Peplinski, Steve Roetzel, Jerry Stiff, and Sheridan Timms. They worked very quickly, too. Thanks, folks. And thanks to Ben Moyle for letting us store our stuff at his place.

Ray Giske, Bill McTeer, and Bill Smale helped set up the ICCA booth at the Registration Desk. The Bill's and Ray also handled the last minute stuffing that had to be done Friday afternoon. Thank you, gentlemen.

Joan Barnes, Larry Bremer, Ray Giske, Karl Hella, Bill McTeer, Ben Moyle, Jerry Stiff, and Sheridan Timms were room proctors. Bill McTeer also handled all of the session and conference evaluation forms. Big jobs, well done. Thank you.

Everyone in the Chapter got some vendor names to contact, even some National-Only folks. Most of the vendors had just come from Strictly Business and could not join in on our conference. But, it was worth a try. Thanks to you all for making the attempt.

When you have to write something worthy of the name "article," and all you can think of is saying "thank you" five hundred time, use lots of name. Of course, the danger is that one or two names are overlooked. Risky business. So, if I have missed you, and you know who you are, thank you.

Thanks, again, Minnesota Chapter, for all of your help and encouragement during this

crash study of stress management. It is appreciated.

Summer Fun

By: Joan Barnes

Here's the scoop as I know it on Summer Fun: The usual time and place - the last Sunday in July (7/27/1997) at Fort Snelling State Park.

For those of you who missed last year's event or who are not familiar with Fort Snelling State Park, let me tell you what to expect. First of all, to get to the main entrance, take the Post Road Exit off of 494, turn south toward the river and follow the road. We have reserved picnic shelter A from 10:00 AM to 8:00 PM.

The picnic shelter can comfortably seat 50 people and it is reserved for our exclusive use. It has sides that can be closed in case of rain (if it does, bring a puzzle). It also has an inside fireplace (wood provided) and electricity. There is running water at the shelter as well as at the nearby restrooms. Parking is nearby so if you can carry something to your car, you can probably get it to our shelter; or arrive by boat - we're 50 feet from the river. So much for a discussion of 'comforts'.

For fun there is a lake for swimming and boat launching facilities on both the lake and the river. There are trails for hiking and bicycling. The micros will be defending their title of volleyball champions beginning at about 3:00 - probably following a few practice games to warm up and establish some very complicated ground rules. There will also be less competitive Bocciball games and maybe croquet. There will probably be a post-game-wrap-up of the conference and some discussion on how our chapter is going to bag the travelling chapter award at the conference in Philadelphia next year.

I expect to start the coffee at about 10:00 and be deep into the Sunday paper by 10:15. You're invited to join me and make it a day. This is a family event - hope you all can attend. Don't forget to make reservations. I'll be sending out the usual refrigerator poster to all members.

ICCA at the Strictly Business Computer Expo
by Bill McTeer

On May 21, ICCA hosted a one-day computer consultant "open house" in conjunction with the Strictly Business Computer Expo. From 10:00am to 4:00pm, members (Joan Barnes, Larry Bremer, Bill Buending, Ray Giske, Karl Hella, Bill McTeer, Ben Moyle, and Sheridan Timms) were available at "the ICCA room" to answer questions and pass out literature about consulting and ICCA. There was a steady stream of visitors (probably about 10 each hour) looking for information, which was impressive since the room was out-of-the way (it was off of the hallway to Hall 1, not on the main show floor).

The scheduled presentation, my "How to be a Computer Consultant" talk at 1:00pm, was attended by about 35 people, most of whom stayed through the entire talk (especially surprising because it ran over by about 20 minutes) and even seemed to enjoy it. (We had to start a bit late, but that is probably unavoidable because of the perennial parking problems at SBCE.)

Champion Productions, the organizers of Strictly Business, were very pleasant to deal with and expressed hope that we will be able to do something similar next year. They provided the 125-person presentation room on the ground floor for the entire day absolutely free and advertised the session on their Web site; if we had committed earlier, we would have been in the printed material as well. (Incidentally, I personally talked to three people who were directed to the presentation from the Web site posting.)

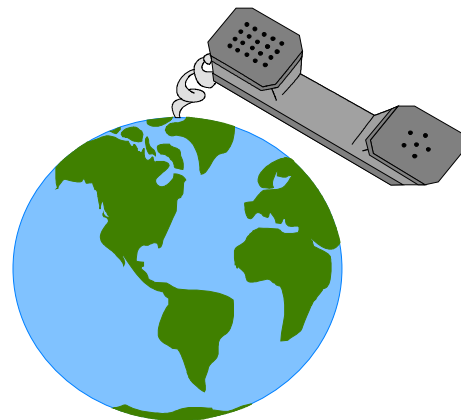
ICCA MN schedule

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			
Thu Aug 21	Wyndham	New Ways to Office	t.b.a.
Tue Sep 16	Lido	ICCA benefits	Bill McTeer
Wed Oct 15	Wyndham	Self Improvement	Gordon Schesel
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 Gordon Schesel to get the topic of your special interest.



Meeting Reservations: Members may phone your reservation to Joan Barnes' office at 257-2570, **by 3:00 PM, Monday, July 21**. Non-members should mail this form to ICCA Minnesota, c/o Sheridan Timms, 6940 Tartan Curve, Eden Prairie, MN 55346.

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

Adult \$11 Kids (12 and under) \$7 x _____ = _____

Enclosed is a check for: _____



Next Meeting

**Sun Jul 27: Fort Snelling
Summer Fun**

Picnic Shelter A reserved from 10AM to 8PM
For reservations call Joan Barnes @ 257-2570

FUTURE MEETINGS

Thu Aug 21: Wyndham
New Ways to Office

Tue Sep 16: Lido
ICCA Benefits
Bill McTeer

[ed. note]

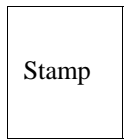
: It is amazing that this newsletter made it to the printer at all. After my Pentium computer was infected by a virus that arrived as an attached file in an e-mail. I opened this file in Word 7.0 and whammy it ate and destroyed my hard-drive. I have read warnings about this kind of virus, but who would think little old me would get one. Well, since my Pentium is out of commission until I can get the hard-drive fixed, I quickly built myself a spare computer from parts I had sitting around my office. This computer named "MAG-pc" became a AMD 5x86 133MHz with 16M memory, A drive - 3.5" 1.44, C drive - 850M, D drive - 4x CD-ROM, 2 speakers, 33.6K Baud modem, 2 serial, 1 parallel, 2 hard-drive controllers and 1 floppy controller. I loaded it with Window-95®, MSOffice®, MS Publisher® and much more. So here I am with a new backup pc editing this newsletter.

The moral of this story: For every bad thing that happens, something good is bound to come along soon.

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



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