

❖ Consultants in Minnesota ❖

December 1997

Presidents Letter

by Ray J. Giske

Once again we are moving into the final weeks of the year! It only seems like yesterday that I was thinking "This year I am going to get myself organized!" With the Holiday Season on top of us, I guess it is time to think up some new New Year Resolutions.

Speaking of holidays, I hope everyone has made their arrangements for the ICCA Holiday Fun at Nicklow's on Dec. 9th. With the promise of excellent food and entertaining entertainment, it should be a festive occasion. Looking forward to seeing you there!

The November meeting was well attended and very informative. Jane Bersie has the subject matter covered elsewhere in this issue. For those of you who missed the meeting, I was pleased to announce that the Chapter Web Site Task Force has been formed and will begin operation in the near future. Bill Buending has agreed to Chair the Task Force and membership will include William (Rod) Pickard, Alan Hill, and Jane Bersie along with others as the process moves along. Each of these individuals brings a unique perspective to the task at hand and we appreciate their participation. I know that Bill already has given this a lot of thought and, because he is on the National Board of Directors, he has been in on a lot of discussion regarding the operation of the web site for the national office.

The charge for the Task Force is to develop a preliminary plan which will identify:

1. an approach to developing the web site;
2. proposed contents of the site and procedures for managing the change to the contents;
3. procedures for continued operation of the site; and
4. estimating the cost of development and operation along with recommendations for

supporting it. When completed, the plan will be presented to the Board of Directors and, if approved, the Task Force will be responsible for ensuring the plan is carried out.

On behalf of our newsletter editor, I'd like to remind all of you planning on submitting materials for the January newsletter to get the material to him by December 15th if possible. Magne works hard enough on the newsletter as it is, no reason he should have to work over Christmas as well.

Hope the Holiday Season is a joyous one for each of you and yours!

From: "William B. Smale" <smale002@tc.umn.edu>

TOP TEN THINGS YOU WON'T SEE AT COMDEX

For many thousands of us, the holiday season opens each year with a pilgrimage to Las Vegas for the annual mega-trade show, Comdex. Some of us have been going to Comdex for so long that we hardly need to show up to know what will be there--and what won't, such as these top ten things you'll never ever see at Comdex:

10. The "In Service" light on your cell phone
9. Microsoft Internet Explorer for Java
8. A quiet, understated booth from Creative Labs
7. A line at the CD-ROM pavilion
6. An empty taxicab
5. A free buffet without a flock of journalists mobbing it
4. McNealy and Gates in the same room, without lawyers
3. AdultDex--what, you want to get fired?
2. Borland's latest browser
1. The Logitech inflatable mouse

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INDEPENDENT
COMPUTER
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Newsletter
of the



Minnesota Chapter



Recap - Platinum Technology

By: Jane.Bersie

The November 20th meeting of the ICCA Minnesota Chapter held at the Lido Cafewas attended by an enthusiastic group of approximately 21 people who braved thecold to get there. Mr. Mark Caprio, an account manager for Platinum Technology, introduced the group to his company and gave an overview of some oftheir 162 products.

As an account manager for 5 major clients in the twin cities area, including Daytons, General Mills, SuperValu, and Fingerhut, Mr. Caprio gave us some insight into the major issues that MIS directors deal withi.e. maximizing the data-processing levels of service to the corporate users and increasing MIS personnel productivity. He focused on what we as consultant's can do, and what his company is doing to facilitate these goals.

In addition, he indicated his company's willingness to work with independent consultants because of the ever-increasing backlog of data-processing projects needing to be done and the severe shortage of qualified data-processing professionals able to do them. Training sessions can be purchased from Platinum at a cost of approximately \$2500 per day, for a maximum of ten people. He also indicated the possibility of attending

non-full training sessions at customer sights for negotiated fees. Members interested in obtaining more info about the company, their training classes, or the products can

Next Meeting

Tue. Dec. 9: Holiday Fun

Nicklow's
3516 Lilac Drive
Highway 100 & 36th Ave N.

Social Hour at 6:00PM
Dinner at 6:30PM
Entertainment 7:30PM

FUTURE MEETINGS

Wed. Jan. 21 - Lido
Annual Mtg / Broker Fair
Ben Moyle

--- Feb. --- Voice

do so at www.Platinum.com.

[ed. note]

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

Food for Thought...

contributed by Gordon Schesel
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Success: Tips on the Successful Behaviors to Stay on the Right Track

1. Take the time to make a difference: "You can have everything in life you want, if you just help enough people get what they want." (Zig Ziglar)
 - Promote progress and what's right
 - Mentor and share
 - Network
 - Nurture relationships
2. Take the time to dream: "Begin with the end in mind." (Dr. Stephen Covey)
 - Dreams are what gets us going and what keeps us going
 - Start with personal dreams and success
 - Dreams are best built upon personal strengths and interests
 - Dreams need to be nurtured and "rediscovered" if they get "lost."
3. Take the time to develop a Personal Plan and to set goals: "Goals are dreams with a deadline." (Tony Robbins)
 - You either live Your Plan or someone else's
 - Be proactive, not reactive
 - Provide accountability
 - But remain flexible
4. Take the time to get and stay committed: "Plan your work, then work your plan" (A. Cox)
 - Set ever increasing high standards
 - Be consistent
 - Eliminate excuses
 - Get and stay organized
 - Believe in yourself
 - have a cheerleading team
5. Take the time to always keep learning: "Work harder on developing yourself, than on your job" (J. Rohn)
 - If you're not moving forward, you're moving backward
 - Dedicate yourself to lifelong learning
 - Find (role) models and mentors: ask for what you need!
 - Review what works
 - Don't throw the baby out with the bath water
 - Take the time to stop and think
6. Take the time to Enjoy it! "Enjoy what you have today, while you work towards tomorrow" (J. Rohn)
 - Would you do this for free?
 - Recharge and take time to smell the flowers!

Meeting Reservations: Should have been done by now!!! See you all at Nichlow's

