**[http://www.theinstitute.ieee.org/portal/cms_docs/tionline/graphics/tionline/header/ieeelogosm.gif](http://www.ieee.org/) Consultant Workshop – May 26, 2009, 2-6 PM**

**The IEEE Central Texas Consultant’s Network and IEEE Technology Management Council Austin chapter are excited to announce a workshop titled: “How to Become a Successful Consultant.”**

The target audience is NOT JUST Engineers or Engineering Managers! Any consultant--established or new--who wants to be more successful and to network with other consultants will benefit. Individuals considering joining the consulting field will also benefit greatly from this workshop.

**The agenda**:

1:30-1:55    Registration & Networking

2:00- 2:05     Introduction – Kai Wong/Doug Russell

2:05 -2:45     Consultant 2.0 - Pat Goodwin

2:50 -3:30     Networking to Find Your Leads - Tommy Chiodo

3:30 -3:45     Break

3:50 -4:30     Qualifying and Prioritizing Your Leads - Bob Davis

4:35 -5:15     The Art of Consulting - Darrel Raynor

5:20 -6:00     Panel - Pat Goodwin, Darrel Raynor, Joyce Statz, Leslie Martinich.

**Location:** **Freescale Semiconductor**, 7700 W. Parmer, Austin TX, Building A, Main Auditorium, map: <http://www.imaps.org/chapters/centraltexas/images/2006June_Maps.pdf>

**Cost** for this workshop: **$20 IEEE members/$25 Public/$35 At the Door**.

Please fill in the form and email back to **Ed Gordon** [**ebg@ieee.org**](mailto:ebg@ieee.org) **before May 19.** Please pay at the event and write your check to ”IEEE-CTS.” No Credit Cards please.

Please visit our web sites or contact us for information:

IEEE Consultants Network: <http://ewh.ieee.org/r5/central_texas/cn/> Chair: Kai Wong [kaiwong@ieee.org](mailto:kaiwong@ieee.org) IEEE Technology Mgmt Council <http://sites.google.com/a/austin-tmc.org/web/> Chair: Doug Russell [drussell@executiveteamleadership.com](mailto:drussell@executiveteamleadership.com)

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**Registration Form** for May 26, 2009 IEEE Consultant Workshop

Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Company/Org**:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Email Address:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Position:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

IEEE Member: Yes/No \*Will you like to join IEEE? Yes/will get the $20 rate.

**Seating is limited**. **Please RSVP by** **May 19**

**Biography of Speakers & Panelists**

**Tommy Chiodo** has been a career counselor/consultant for thirteen years and prior to that spent thirteen years in sales in the high-tech industry.  The combination of those two careers has provided him with a unique perspective on the most difficult sell of all -  the selling of one's self.  Tommy's area of specialty as a career counselor is the art of networking where he takes a psychological approach to marketing one's self through the development of personal and professional networks that is effective for both job seekers and consultants.

**Bob Davis** is principal of simple.sales.strategy based in Austin, Texas. Davis specializes in helping small businesses structure and create a simple and sustainable plan for action to increase revenue and margin. In his practice he brings 27 years of sales experience, executive sales management and street proven strategies that drive results. Prior to launching his consulting practice, Bob has held VP, National VP positions for Consolidated Graphics, Cenveo and successful independent manufacturing firms.

**Pat E. Goodwin, CPC,** has over 20 years experience as a manager/leader, trainer, facilitator and consultant. Her company, Pat Goodwin Associates.com specializes in coaching individuals as they explore career options, identifying ideal work preferences and preparing for next steps. She has solid expertise in writing resumes, coaching clients when “Preparing for the Interview”, and networking in the community. Most recently, Pat served as the Managing Consultant for Drake Beam & Morin’s Austin office. She is the former owner of Austin Career Consultants, Inc and former partner of Career Consultants Temporaries.

**DARREL A. RAYNOR**, PMP, MBA – Managing Director, Data Analysis & Results, Inc. - Interim COO / CIO / VP Operations - Director, Project Management Program, St. Edward’s University Professional Education Center - Senior technology executive, consultant, and turnaround specialist with over twenty years leadership experience streamlining operations, systems, people, and projects. He increases margin and profit, and decreases organization friction internally and externally with customers, vendors, and partners. [DARaynor@DataAnalysis.com](mailto:DARaynor@DataAnalysis.com" \t "_blank)  [www.DataAnalysis.com](http://www.DataAnalysis.com" \t "_blank)

**Leslie Martinich**, Principal Consultant at Competitive Focus, provides education and consulting services in engineering leadership, engineering ethics and innovation management. With more than 25 years of experience as a software professional, she has led teams at IBM, Compaq, Novell, Vignette and several startup companies.  She serves as the lead faculty member at the Engineering Leadership Institute at the University of Texas at Austin.

**Dr. Joyce Statz**, Principal Consultant at Statz Consulting provides education and consulting services in requirements handling, measurement, project management, software acquisition, and process improvement. With more than 30 years of experience as a software professional, her consulting activities have met needs of people ranging from CIO to individual developer at more than 90 organizations world-wide. Current clients include ERCOT in Taylor, Texas and several Arkansas corporations. She also serves as an adjunct professor in the Master of Science in Project Management Program at St. Edward’s University in Austin.

**Carol Sheehan** has over two decades of experience in software development and management and is currently a Principal Consultant for Borland Software. As a consultant, she has advised a range of government, telecommunication, financial, and automotive corporations all the way to small product development shops. She is passionate about the areas of organizational change management and portfolio, program and project management and has a special interest in building and managing PMOs.

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