



CBS-2005: Consultants' Business Seminar

Presented by IEEE-CNSV
Consultants' Network of Silicon Valley

Saturday, October 22, 2005

www.CaliforniaConsultants.org/cbs2005info.htm

8:05 AM		Doors Open	
8:10 AM		Continental Breakfast – Registration – Proceedings	
8:35 AM		Opening Remarks & Program Overview	
		<u>Track A: Basics</u>	<u>Track B: Advanced</u>
8:55 AM	#1A	Best Use Of Contracting Agencies Contract Broker-Agents tell us what's Hot Use them to get & grow Consulting Jobs David Pregeant, Jennifer Osbelt	#1B How I Created My Banner Year Strategies to Break the \$250K Barrier (Panel) Bora Ivanovic, Martin McGrath, Mike Silverman, Kim Parnell, Ken Wada
10:00 AM		Networking Break	Networking Break
10:15 AM	#2A	Marketing & Sales via the Internet 3-Ways: Use the Internet as Source of Leads (Panel) Carl Angotti, Brian Berg, Kim Parnell	#2B To Inc Or Not To Inc Business Structure Issues for California Including 1099 vs W-2, EDD & IRS Kathryn Gutierrez
11:15 AM		Networking Break	Networking Break
11:30 AM	#3A	Rate Surveys, Local and National Bob Gauger – IEEE, AICN	#3B Contracts, & Negotiating a Win-Win Jackie Kessel, Attorney, Hi-Tech Law
12:30 PM		Lunch Break	Lunch Break
		<u>Combined Tracks</u>	
12:50 PM	#4	Luncheon Speakers: <ul style="list-style-type: none"> What does IEEE do for you? Russell Harrison, IEEE Lobbyist What does AICN do for you? Bob Gauger, Alliance of IEEE Consultants Networks 	
1:33 PM		Short Break	
1:40 PM	#5	Key Business Trends for 2006 Mitchell Levy – Author, Educator, Chairman of CEOnetworking & Silicon Valley PACE	
2:13 PM		Short Break	
2:20 PM	#6	Outsourcing, Offshoring, & Adapting (Interactive Panel Discussion) Impact of Offshoring; Consulting Strategies which work to Survive & Thrive. Panel: Mitchell Levy, Bob Gauger, Russell Harrison, Ian Stock, Bora Ivanovic, Ken Wada	
3:20 PM		Closing Remarks	
3:40 PM		Networking Wrap-up	

* subject to changes in speakers and topics without advance notice