

THE AICN & YOU

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AICN CAN HELP

- Find a consultant
- Become a consultant
- Establish a fee
- Find a consulting assignment
- Write a contract
- Become a better consultant

IEEE-USA: Building Careers & Shaping Public Policy - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <http://www.ieeeusa.org/business/> Go

Google Search 30 blocked Check Links Norton AntiVirus

IEEE HOME | SEARCH IEEE | SHOP | WEB ACCOUNT | CONTACT IEEE

IEEE★USA **Career Navigator**

Home About IEEE-USA Communications Career Navigator Public Policy Today's Engineer Webzine For Volunteers Event Calendar

→ [IEEE-USA Home](#): [Career Navigator](#): [Consulting](#)

Quick Links

Consultants

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- [What Is AICN?](#)
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Employment

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Consulting News

IEEE Consultants Network of Silicon Valley (CNSV) Hosts Consultants Seminar 22 October 2005

The IEEE Consultants Network of Silicon Valley (CNSV) is hosting this seminar which the objective of educating consultants. As IEEE members you can attend at the low early rate of \$45. Knowing that our valley is hurting, we purposely priced this seminar low. For more details and registration please visit [their website for more info](#).

IEEE-USA Salary Service, Member Version, Now Available Online

IEEE Members now can have free access to the latest version of a tool to benchmark their compensation at their current or prospective position. The IEEE-USA Salary Service, Member Version, uses a regression model

Features

Discuss consulting issues in IEEE-USA's virtual community for [Employment](#) & [Career Strategies](#)

Check out the results of the [IEEE-USA Consultants Fee Survey](#).



Start THE AICN & YOU.ppt IEEE-USA: Building Car... 5:58 PM

QUICK LINKS

- Consultants
- Employment
- Products/Services
- Calendar
- IEEE

CONSULTANTS

- Consultants Database
- Business and Consulting
- What is the AICN?
- Local Networks
- Starting a Network
- Consultants' Fee Survey
- Workshops – Library – Resources

MORE LINKS

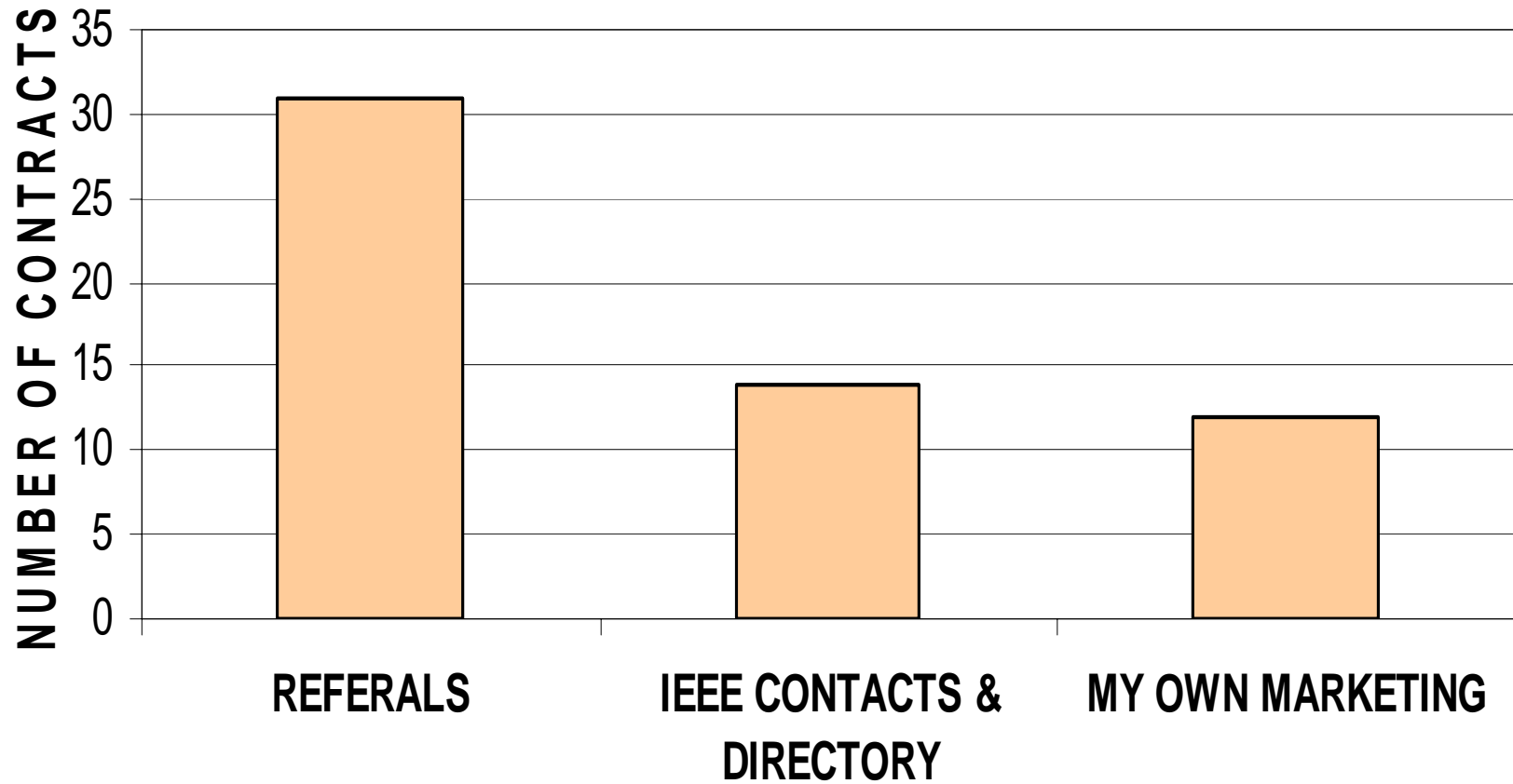
- Web Resources
- Workshops
- Assignment Board
- Career Guidance
- Today's Engineer Webzine
- The Institute Online

EMPLOYMENT/SERVICES

- IEEE Job Site
- Guide to Lifelong Employability
- Salary Survey
- Licensure
- Ethics
- Courses
- Publications



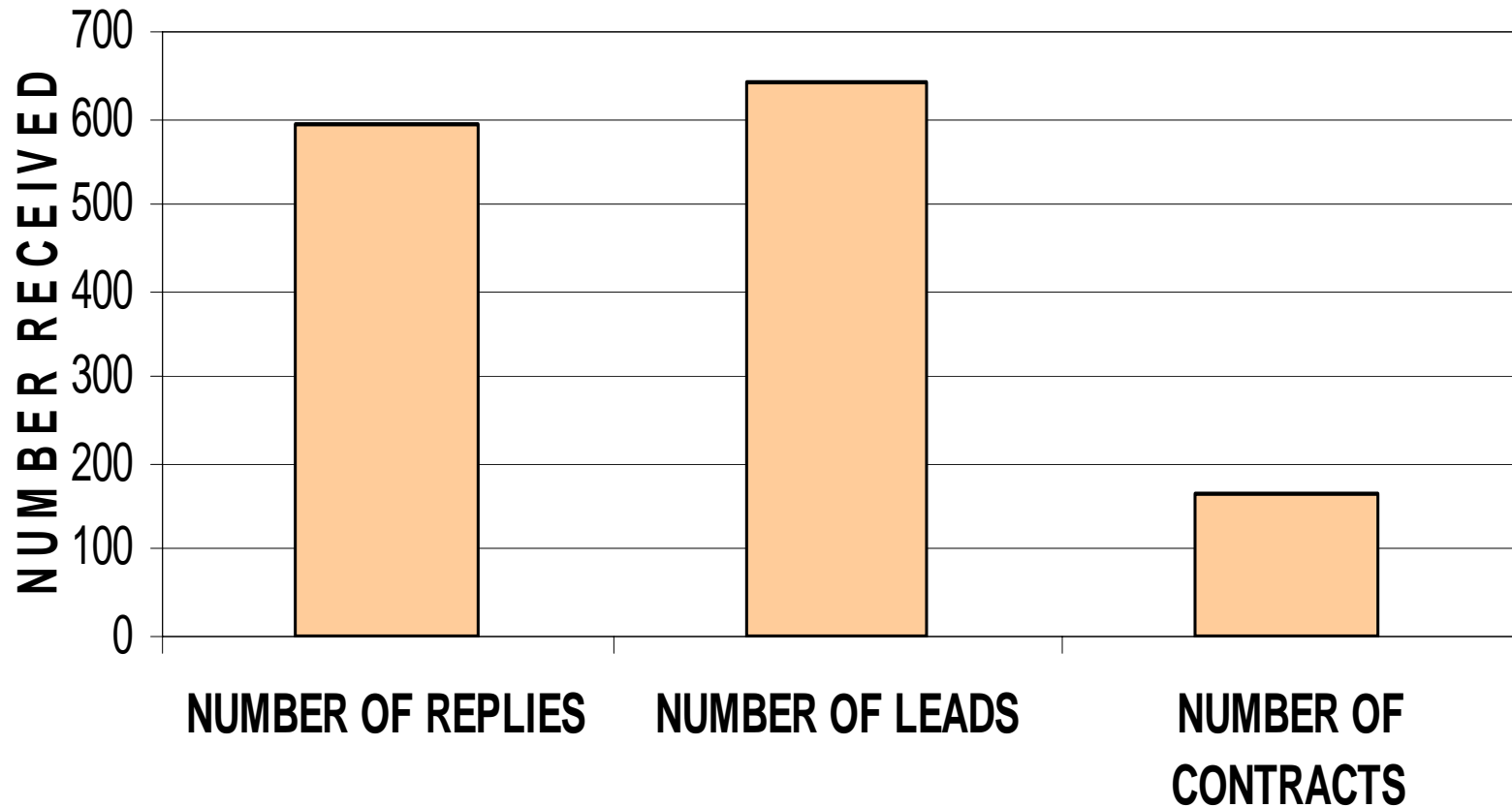
WHAT WORKS FOR ME



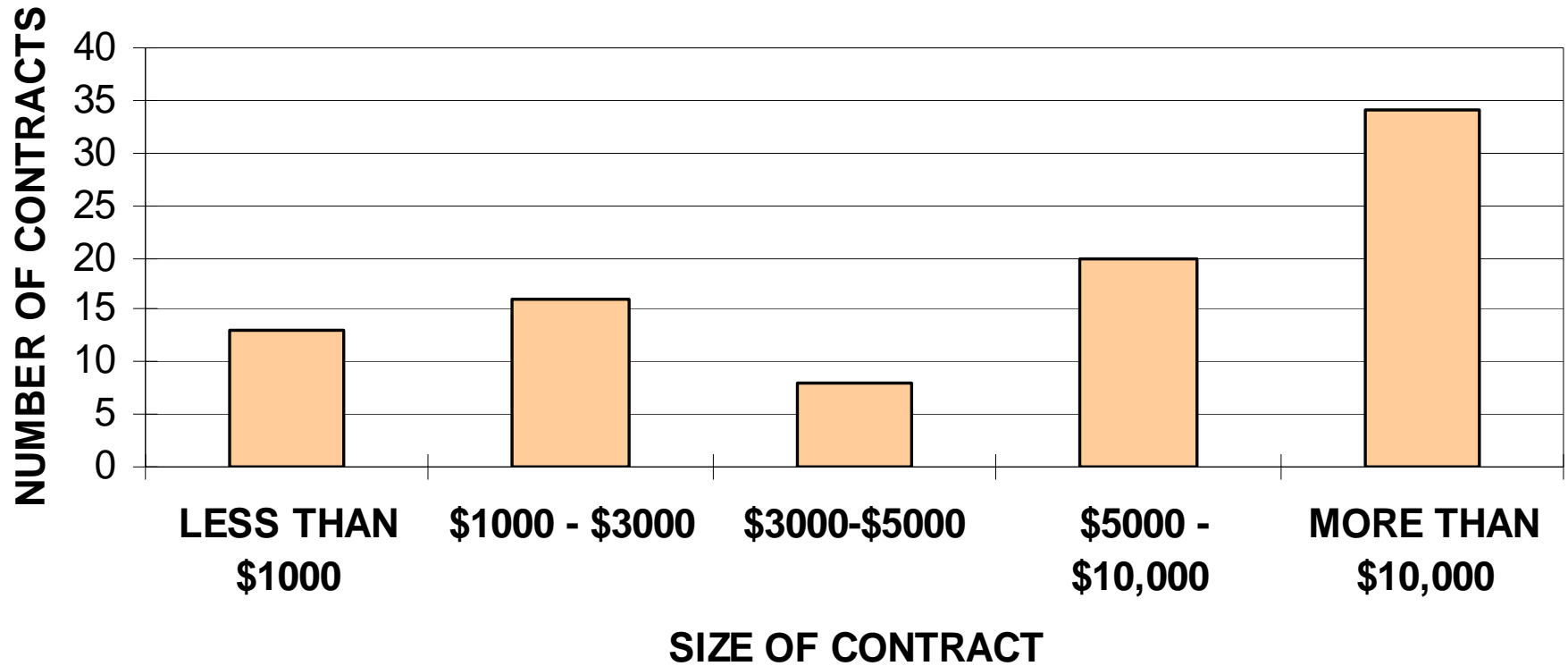
HOW VALUABLE IS THE IEEE DIRECTORY?

- In the 2004 fee survey, 180 participants were listed in the directory
- 29% received consulting work from their listing
- Their listing provided 7578 hours of work
- Their median fee was \$120/hr, so this is about 67:1, plus credibility and exposure.

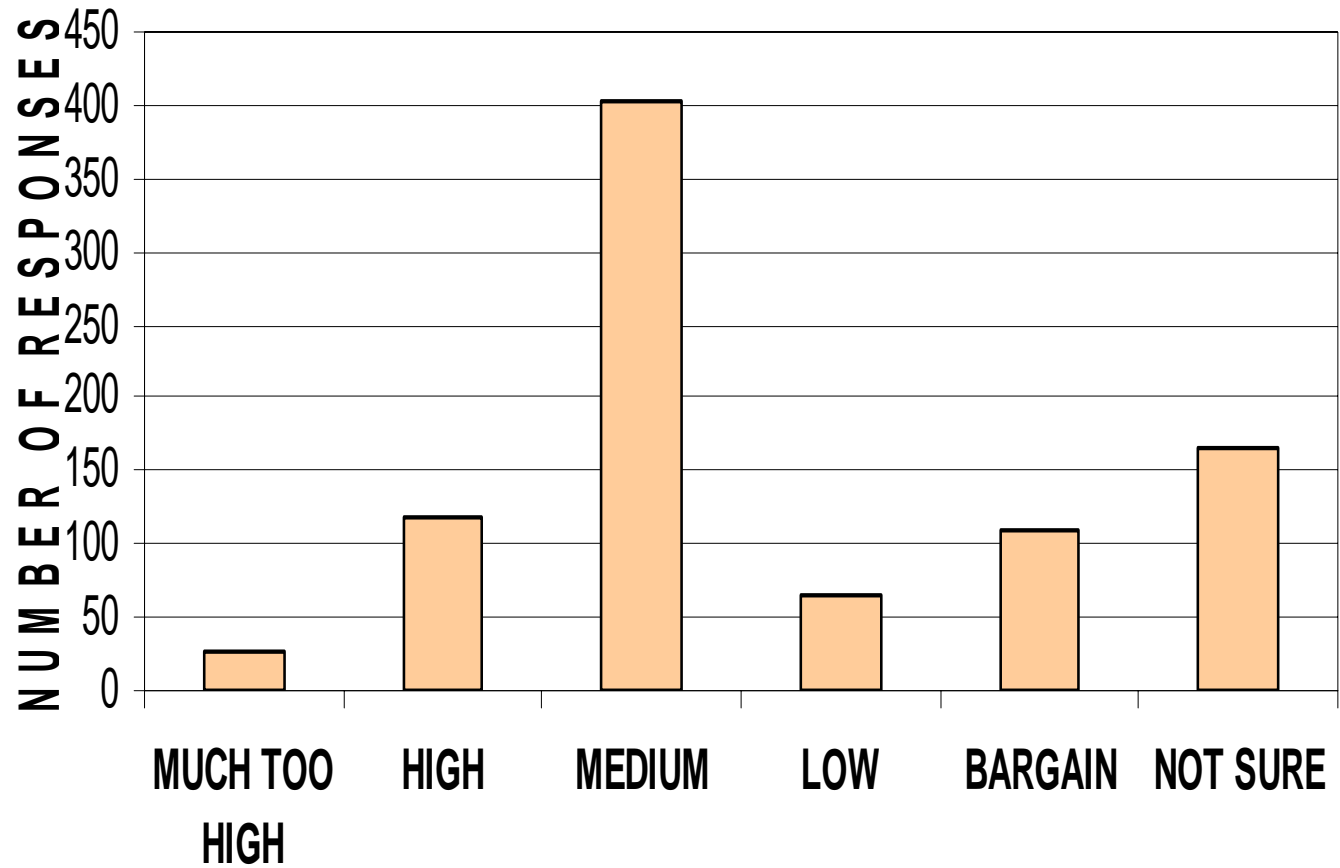
LISTING IN AICN DATABASE/DIRECTORY



ANNUAL INCOME FROM CONTRACTS



COST OF THE DIRECTORY FEE



VALUE OF CLIENT/PROJECT POSTINGS

