



IMCNE is the premier association for professional consultants with independent practices and small consulting firms in New England. We provide programs with excellent learning content, unmatched relationship-building opportunities and unprecedented value so members

Get Smart, Get Known, Get Business

Member Benefits:

- ▶ **Professional Development Programs:** attend 30 IMCNE programs annually at a discount (see below).
- ▶ **People:** opportunity to network and develop relationships with experienced and diverse members and guests for learning and building alliances.
- ▶ **ProFile:** searchable database of IMCNE consultants. Sort by expertise, client target or locale.
- ▶ **Publications:** Weekly Update on upcoming local events, News & Views a regular enewsletter with the latest information on consulting in New England, Consulting to Management®* a national journal that caters to the consulting profession.
- ▶ **Participation:** in the largest national consulting association (www.imcusa.org) with international affiliates* that sets the bar high with its rigorous Code of Ethics.
- ▶ **Prestige:** by earning the only internationally recognized consulting certification - Certified Management Consultant* (CMC).
- ▶ **Preferred Pricing:** discounts on products and services such as D&O and O&E insurance and overnight courier services*.

Member Levels:

IMCUSA Professional \$295 IMCNE Affiliate Sponsor \$175 Student \$60

IMCNE Professional Development Programs to Educate and Build Relationships:

We host nearly 30 events annually to serve the New England Consulting community.

Evening Programs – monthly dinner programs focused on the provocative ideas of published thought leaders, advanced consulting skills, business development techniques, economic outlook, exposure to business models that work.

Professional Emphasis Groups (PEGS) – small interest groups organized by consulting specialties or industries (i.e. healthcare, owner managed business, marketing, finance, etc.) to assist with consulting practice business development issues.

Breakfast Brainstorms – locally initiated and led intimate meetings to discuss ideas and solutions for your most pressing challenges (currently Burlington, MA).

New England Consultants Conference – annual conference to refresh skills, network with colleagues, view products and services to increase your growth and profitability.

Retreat – annual summer gathering to re-assess what members value most and create action plans to deliver that value.

National Events* – attend two annual events for learning and connecting with colleagues from across the nation at a discount.

* *IMCUSA member benefit*



2006 Winter Evening Programs

IMCNE hosts 30 events per year for the purpose of learning, building relationships and business development. Whether you are an external or internal consultant / advisor, attend the programs that best suit your personal needs and interest.

January 12, 2006, Holiday Inn, Newton, MA

5:30 PM registration, 6:00 PM organized networking, 6:30 PM program

Current Management & IT Consulting Trends

What it means to you

Derek Smith, author and director of research at Kennedy Information, will share Kennedy's latest research on consulting trends and how they may impact the way you need to compete, modify your business model or change your pricing models in order to succeed.



February 9, 2006, Holiday Inn, Newton, MA

5:30 PM registration, 6:00 PM organized networking, 6:30 PM program

Expertizing Your Business

Learn how to become the expert so others are coming to you

Tired of chasing business? Let Fern Reiss, author and CEO of both Expertizing.com and PublishingGame.com; teach you how to draw media attention so clients chase you as the expert. Want proof? Fern has been featured in over 100 national publications in the last six months alone. She'll share the tricks of grabbing media attention including how you can be quoted almost on a daily basis in national publications.



March 9, 2006, Holiday Inn, Newton, MA

5:30 PM registration, 6:00 PM program



How to Be a Successful Consultant

Panel Discussion with Jack Derby & Nick Miller

Learn the secrets from two of the most successful independent consultants in the area - Jack Derby of Derby Management and Nick Miller of Clarity Advantage. The panel will be followed by a dinner discussion led by seasoned consultants with 20 plus years of experience. Come learn from the experts the do's and don'ts of being a successful consultant.



April 7, 2006, location TBD

New England Consultants Conference

Keynote Speaker: Alan Weiss

Contact IMCNE to register

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