



# NH Consultants Roundtable Monday, 2 October 2006

Café on the Park  
Radisson Hotel, Center of NH  
Manchester, NH

# Consultants Roundtable Agenda

- **Introductions (Elevator Speech)**
- **Welcome New Members & Guests**
- **Review of IMC Charter, Organization, events, opportunities**
- **Roundtable Discussion**
  - **Consulting Lessons Learned**
- **Topics and Speaker planning for 2006-2007**
- **Close and Networking**

**[info@headnetworks.com](mailto:info@headnetworks.com) or (603) 626-9848**



# NH Members

LAST	FIRST	DESIGNATION	COMPANY
Blackford	John	, CMC	Blackford Associates
Bonifant	Laurence	, CMC	The Performance Group
Brown	Pam		Brown Performance Group
Cimini	Rob		Apogee Management Group
Coughlin	Mike		Coughlin Associates
Daily	Michael		Executive Service Corps
Head	Steve		HEADNetworks, LLC
Kaye	Linda		WSI, Internet Consulting & Education
Kuzmier	Constance	, CMC	
Mayer	Robert	, CMC	Protiviti, Inc.
Pope	Don		PBC Inc.
Wheaton	Perry	, CMC	Barrington Wellesley Group



# IMC USA

- IMC USA is the premier professional association and sole certifying body dedicated to individuals consulting to management. The IMC USA mission is to promote excellence and ethics in management consulting through certification, education, and professional resources.
- IMC USA awards the profession's internationally-recognized designation of the **CMC (Certified Management Consultant)**. The CMC, attained by 10,000 individuals worldwide, acknowledges extensive experience, technical competence, peer reviews, client satisfaction, and oral and written examinations of and adherence to the **IMC USA Code of Ethics**.
- IMC USA activities are aimed at helping members Get Smart, Get Known and Get Business. Benefits include professional development, a public presence in business and management issues, and skill development and business networking through its **24 US chapters**.
- This section describes the organization's structure, governance, international affiliation, strategic partners, and information for the media. IMC USA membership is open to all individuals actively practicing or interested in the practice of consulting to management. Our members range across almost every discipline and industry group.



# IMC New England Bylaws

## BYLAWS

of the  
**INSTITUTE OF MANAGEMENT CONSULTANTS USA, INC.**  
**New England Chapter**  
May 5, 2005

- **GENERAL PROVISIONS**

- **NAME**

- The name of the organization shall be IMCNE, or the Institute of Management Consultants USA, New England Chapter (the "Chapter").

- **OFFICES**

- The principal office of the Chapter shall be at such place as may be designated from time to time by the Board of Directors of the Chapter.

- **PURPOSE**

- The purpose of the Chapter shall be to serve as the local arm of the Institute of Management Consultants USA, Inc. (the "Institute") and to promote excellence and ethics in management consulting through certification, education and professional resources.

- **STATUS OF THE CHAPTER**

- The Chapter shall be a branch of the Institute and shall be subject to all the rules, regulations, policies, directions and oversight of the Institute as promulgated by the Institute's Board of Directors.

<http://www.imcne.org/Resources/bylaws.html>



# Board of Directors

## **President**

- **Mary Adams CMC**  
Trek Consulting  
10 Mount Vernon Street #217  
Winchester, MA 01890  
Tel: 781-729-9650  
<http://www.trekconsulting.com>  
[adams@trekconsulting.com](mailto:adams@trekconsulting.com)

## **President-Elect**

- **Ron Visocchi**  
The Benjamin Group LLC  
PO Box 373  
N. Reading, MA 01864  
Tel: 978-276-0037  
Fax: 978-231-0456  
<http://www.benjamin-group.com>  
[ron@benjamin-group.com](mailto:ron@benjamin-group.com)

## **Immediate Past President and Nomination Committee**

- **Carol Bergeron**  
President  
Bergeron Associates  
101 Middlesex Tpk, Ste 6 PMB326  
Burlington, MA 01803-4914  
Tel: 781-376-4071  
Fax: 781-932-9569  
<http://www.bergeronassociates.com>  
[carol@bergeronassociates.com](mailto:carol@bergeronassociates.com)

## **VP Finance**

- **Charlie Goodrich**  
Principal  
Goodrich & Associates  
33 Ledgelawn Avenue  
Lexington, MA 02420  
Tel: 781-863-5019  
Fax: 781-634-0472  
<http://www.goodrich-associates.com>  
[charlie@goodrich-associates.com](mailto:charlie@goodrich-associates.com)

## **VP Marketing**

- **Chris Vasiliadis**  
Signature Impact, Inc.  
114 Wilmington Road  
Burlington, MA 01803  
Tel: 781-750-8350  
<http://www.signatureimpact.com>  
[chrisv@signatureimpact.com](mailto:chrisv@signatureimpact.com)

## **VP Membership**

- **Denise Clancey**  
President  
Teledirect Partners, Inc.  
PO Box 130348  
Boston, MA 02113  
Tel: 617-973-6667  
<http://www.teledirectpartners.com>  
[dclancey@teledirectpartners.com](mailto:dclancey@teledirectpartners.com)

## **VP CMC Development**

- **Brooks Fenno, CMC**  
Owner  
SALESMARK  
Five Linden Square  
Wellesley, MA 02482  
Tel: 781-431-7122  
Fax: 781-431-1724  
<http://www.brooksfenno.com>  
[jbf11@aol.com](mailto:jbf11@aol.com)

## **VP Evening Programming**

- **Martha Hopewell**  
Principal  
Seven Centers Strategic Management  
Consulting  
88 Meridian Street  
Melrose, MA 02176  
Tel: 781-665-3776  
[sevencenters@comcast.net](mailto:sevencenters@comcast.net)

## **VP Consultant Roundtable Programming**

- **Linda Watson**  
President  
Whirlaway Group LLC  
PO Box 807  
Charlton, MA 01507  
Tel: 508-400-3011  
<http://www.whirlawaygroupllc.com>  
[lwatson@whirlawaygroupllc.com](mailto:lwatson@whirlawaygroupllc.com)

## **Director at Large**

- **Vincent D'Amico**  
Principal  
Damicon, LLC  
13 Jackson Road  
Burlington, MA 01803  
Tel: 781-789-8238  
Fax: 866-788-0205  
<http://www.damicon.com>  
[vdamico@damicon.com](mailto:vdamico@damicon.com)

## **Director at Large**

- **Bill Evans**  
WorkSense Consulting Group  
14 Forest Avenue  
Natick, MA 01760  
Tel: 508-650-1755  
Fax: 800-397-0741  
[bill.evans@worksenseconsulting.com](mailto:bill.evans@worksenseconsulting.com)

## **Director at Large**

- **Jeff Govendo**  
President  
The Innovative Edge, Inc.  
PO Box 166  
Woodville, MA 01784  
Tel: 508-497-9096  
Fax: 508-435-8170  
[www.innov-edge.com](http://www.innov-edge.com)  
[jgovendo@innov-edge.com](mailto:jgovendo@innov-edge.com)

## **Director at Large**

- **David Wright**  
Managing Partner  
Synchronous Solutions  
3 Lantern Lane  
Bedford, MA 01730  
Tel: 781-271-1459  
<http://www.synchronous-solutions.com>  
[dave@synchronous-solutions.com](mailto:dave@synchronous-solutions.com)



# Consultant Roundtable

- The new Roundtable Program was inspired by the long-running Breakfast Brainstorms of the past. Only this time, Roundtables will have a different leader every time. The location will vary depending on the interest of the Roundtable leader. The topics will vary from building your business to being a better consultant.
- **Do you have experience** or expertise that would be interesting to our community?
- **Do you have a question** that you would like answered and feel that others would too?
- **Would you like to get a group together in your area of expertise or in your own neck of the woods?** (New England is a big area and we can hold roundtables anywhere from Down East Maine to the Housatonic)
- **Then We Want You To Lead a IMCNE Roundtable Program!** Send us your idea via the [Roundtable Proposal Form](#) and become part of this exciting new program. For more information, contact Linda Watson at the Whirlaway Group 508-400-3011 or [lwatson@whirlawaygroupllc.com](mailto:lwatson@whirlawaygroupllc.com).

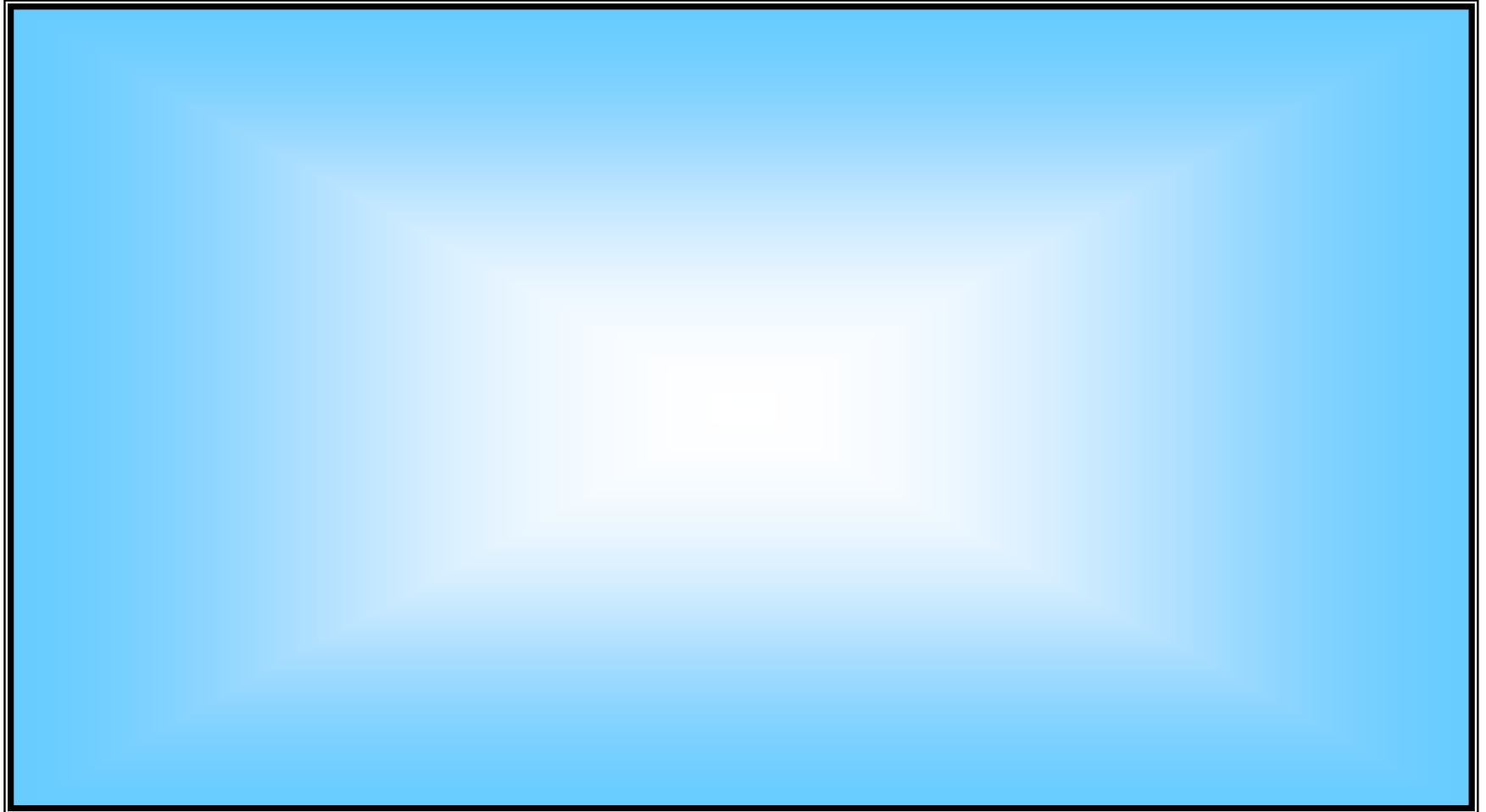


# IMC New England Events

- **October 28-31, 2006**  
**Confab**  
**IMC USA's Annual Consultants Conference**  
**Silver Legacy Resort and Casino**  
**Reno, NV**
- **Thursday, December 7, 2006**  
**Dinner Meeting - 5:00-9:00 pm**  
Dinner meeting and panel discussion with leaders from the consulting industry.  
**Hilton Garden Inn, Waltham, MA**
- **Thursday, March 15, 2007**  
**Dinner Meeting - 5:00-9:00 pm**  
Dinner meeting and panel discussion with leaders from the consulting industry.  
**Hilton Garden Inn, Waltham, MA**
- **Thursday, June 14, 2007**  
**Dinner Meeting - 5:00-9:00 pm**  
Dinner meeting and panel discussion with leaders from the consulting industry.  
**Hilton Garden Inn, Waltham, MA**
- **1<sup>st</sup> Monday of the Month**  
**NH & Northern Mass Consultants Roundtable – 7:30am-9:00am**  
**NH – Radisson Hotel, Center of New Hampshire**  
**Manchester, NH**



# Lessons Learned





# 2006-2007 Planning

