

## IMCNE/SPC Survey

We got some good data (see below). But for now, SPC is going to go it alone.

### Highlights of Member Survey for IMCNE:

- All members are owners or partners in their own firms
- 82% of members are sole practitioners
- 86% have more than 10 years of business experience
- 75% have more than 5 years of consulting experience
- 67% of sole proprietors have revenues less than \$100,000 (15% more than \$250,000)
- 45% of multi-person firms have revenues from \$250-500,000
- (36% \$100-250, 18% \$50-100)
- Most firms do not subcontract (+/- a third subcontract <25% of revenues, a small number contract >50%)
- Only 19% of our members target multinationals

What could IMCNE do better to meet your needs?	How can IMCNE help you become a better consultant?	How can IMCNE help you build your business?
Open-Ended Response	Open-Ended Response	Open-Ended Response
Arrange liability insurance	Have interesting meetings that expand my knowledge and get me to attend more regularly	Consultant publicity
Bring 'New England' into IMCNE. Right now the focus is too Mass. centric.	Most consultants have their niche in terms of skills. What many would like know more about is how people run their practices. What are best practices in 'consulting'? More about tax tips, etc.	More exposure to the pool of talent that exists. Publish the membership and send to CEO's throughout NE.
Create fora (forums) to help members network and improve business development.		Act as a common resource for businesses find the consultants they may need. i.e., create job listings available only to members, actively proselytize business community

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Disappointed that evening meetings got reduced to q	Offer more evening programs. Disappointed that evening meetings got reduced to quarterly. Really the only time I can attend, so I feel I haven't received value for my membership.	
Greater associations with members for potential referral business or collaborations	Sessions that not only stress learning, but also doing. Force us to put in practice what we have learned or need to do. We all know what to do we just don't do it.	Provide exposure of the organization and therefore members to the outside world of
Help with PR. I would like to see IMCNE get more press for itself and its members in the region.	I would like to see workshop events which would be facilitated by experienced consultants to work on areas such as marketing my business and finding clients.	Better access to potential via marketing and PR of the organization and its members.
I am satisfied with the current program.	Continue present program.	I am not attempting to build the business now; rather I am getting ready to retire.
I like the new roundtable format, and the business development group. These should continue.	See above. Consulting case study discussions might help as part of the roundtables.	Mentoring in marketing, website issues, etc. Some of this is beginning in the business development group.
Market itself to the consultant seeking market as the source for buyers of any type of consulting.	I'd like to have round-table training/discussions using case studies (like we did in business school), looking at a business problem from a number of different angles (with other consultants with a variety of areas of expertise), perhaps even with a client present.	See number 21.
More forums on business development	Training on selling and prospecting skills.	Anything related to Business development

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More promotion of the Consulting profession to industry.	Birds of a feather groups to help perfect my craft	Create a showcase for companies to 'shop' for consultants. A trade show sort of thing where prospects can come and meet several consultants at once. Or some electronic/web version of that. This is building relationships so I think of it kind of like speed dating.
Not sure, just joined	Not sure, just joined	Not sure, just joined
Nothing yet - I need to participate more. I would like to see some meetings south of Boston (e.g., Dedham, Norwood).	I need to participate more to be able to answer this question.	
Perhaps provide more demographics and thoughts by futurists on the consulting industry. Otherwise nothing-- everything's great. I feel less connected to IMC than to SPC because of not falling into a CMC-able category and being a tiny partnership.	I'd like to see information on the membership's recommended reading, for example book reviews, surveys of members on books found most helpful, lists of articles that made a difference in people's attitudes and business practices.	Perhaps IMCNE could advertise itself as a resource for business leaders seeking expertise in a variety of areas. I think of the organization as mostly for us, but maybe we could attract consultant shoppers by advertising the good member database on our website and have links to member white papers, sites, etc.
Speakers Bureau	Continue to offer the Roundtable program	Formal networking program once or twice per year.
target New England as the name implies and be less Boston centric	Continue with programs that address issues of interest to professional consultants including: marketing, sales, management concepts;	