



THE CONSULTANT

The Newsletter of the IEEE Consultants' Network of Long Island

Volume 21, Number 7

July 2005

Chairman

Murray Kleiner
(516) 822-1381
m.kleiner@ieee.org

First Vice Chairman

Chris Early, P.E.
(516) 764-1067
unixdev@ix.netcom.com

Second Vice Chairman

Jerry Brown
(631) 271-9714
jlbrown@essexsys.com

Treasurer

David Rost
(516) 599-6202
ConsultDPR@ieee.org

Secretary

Dr. Richard LaRosa, P.E.
(516) 486-7827
r.larosa@ieee.org

Newsletter Editor

Andrew Franklin Baxt
(516) 996-7937
afb@ieee.org

Jr. Past Chairman

Dr. Jack Lubowsky, P.E.
(516) 379-1083
lubowsky@erols.com

Sr. Past Chairman

Irwin Weitman, P.E.
(631) 266-2651
i.weitman@ieee.org

**Alliance of IEEE
Consultant Networks**

Irwin Weitman, P.E.
(631) 266-2651
i.weitman@ieee.org

**Voice-Message
Referral Service**

(516) 379-1678

Visit our web page

<http://www.consult-li.com>

Chairman's Corner

—Murray Kleiner, Chairman

Last month we discussed problems that some of us have had with clients and asked how others would have handled these situations. In previous meetings, we invited attorneys to speak on contracts and discuss how we can legally protect ourselves. The lessons that I learned at these meetings pretty much reaffirm something that I have believed for a long time. Although you must have a legal contract, refer to it only as a last resort and be prepared to lose your client.

It's not enough to just be good at what you do. Getting your client to also trust you and feel comfortable with you is essential to ensuring a long term relationship. It is important to show that you are easy to work with and that you do your best to be accommodating. However, if each time the client asks for something you pull out the contract and argue that it is out of scope, your assignment will be short-lived.

I think that most of our members would agree with me. At our last meeting no one asked what legal recourse should be pursued, but rather how to negotiate and resolve issues without hurting the consultant/client relationship. Sometimes this means giving the client more than you originally intended.

Unfortunately, there are some who see the consultant/client relationship as being adversarial. For example, I had once offered a prospective client the choice of a Time and Materials agreement or a Fixed-Fee agreement. He immediately refused the Time and Materials because, by his definition, the client gets screwed with Time and Materials, but the consultant gets screwed with Fixed-Fee. He failed to see that it is the nature of the effort that should determine which agreement is more suitable. More importantly, he could not understand that both the client and the consultant are entitled to profit from a job that is well done.

Over the years, we have exchanged thoughts on how to write contracts stressing different types of clauses. We have even posted sample contracts on our website. While these are important, developing our negotiating skills should not be overlooked. This will be the subject of our November meeting when Jim Monier of Island Learning will be our guest speaker.

Long Island Consultants' Network – Meeting Schedule:

Time and Place

Wednesday June 2, 2004 – 7:00 PM –

Mr. John Dunn of Ambertec, Inc., Merrick, NY, will be speaking. The topic is “Technical Tidibits”.

Meeting Place:

Briarcliffe College, 1055 Stewart Avenue, Bethpage, N.Y.

Admission is free (no charge) and no pre-registration is required. For information, contact John Dunn at (516) 378-2149.

Editor's Note

--Andrew Franklin Baxt, *BEE*

I'm enjoying my new contract with L3 Communications Corporation in the lovely town of Alpharetta Georgia.

Best Regards –Andy Baxt

PS Happy 4th of July to everyone!

Advanced Technologies
afb@ieee.org
516-996-7937

THE CONSULTANT is published monthly by the IEEE Long Island Consultants' Network and is available free of charge to its members.

Address All Correspondence to:

IEEE Consultants' Network
of Long Island
P.O. Box 931
Patchogue, NY 11772-0931

Tel: (516) 379-1678

Web: <http://www.consult-li.com>

Newsletter Staff

Editor: *Andrew Franklin Baxt*

Tel: (516) 996-7937

e-mail: afb@ieee.org

Associate Editors:

John Dunn, Ambertec, Inc.

Tel: (516) 378-2149,

e-mail: ambertec@ieee.org

Peter Buitenkant

Tel: (631) 491-3414

e-mail: peterbui@optonline.net

Printing and Distribution:

Andrew Franklin Baxt

Tel: (516) 996-7937

e-mail: afb@ieee.org

The opinions expressed in this newsletter are those of the individual authors, and no endorsement by the IEEE, the IEEE Long Island Consultants' Network, their officials, or their members is implied.

Deadlines

Articles for publication in **THE CONSULTANT** must be submitted by the 7th of the month prior to publication.

The IEEE Consultants' Network of Long Island maintains a referral service of engineering, computer, managerial, and technical professionals. Call or write for more information. There is no charge to the client for this service.

Referral Service and Voice Mail:

516-379-1678

Web Page: <http://www.consult-li.com>