Topics already covered from the September 2018, October 2018, February 2019 and March 2019 meetings:

1) Selection of projects (military or industrial or ...)

2) Self determination of scheduled working hours and hourly rates.

3) Time available for personal and family emergency matters (as in a spouse's appointment

for cancer treatment) not being dependent on supervisory approval or denial.

4) Impending retirement and five year earnings review possibly affecting

SS benefits.

5) Business arrangement options as in DBA versus sole proprietorship vs

S-corporation versus LLC versus PLLC versus partnership versus .......

6) Non-legality of "Inc." for an engineering corporation. "PC" only.

7) Insurance issues as in professional liability, medical (spousal coverage).

8) Successful versus non-successful achievement of on-time payments. Enforcing

full payment as in the Irwin Weitman story about "I'll split it with ya!"

9) Issues of filings, record keeping, deductions, depreciation, subcontractor

arrangements.

10) Latest tax law changes affecting sole-p, sub-s, c, llc, pllc.

11) Business formations, legal requirements, filings, recordkeeping, deductions, depreciation.

12) Dealing with subcontractors, municipal and/or government contracts and

working for/with prime government contractors.

13) FLOW-DOWNs on you, if you've never heard of such things before, especially

when the flows are written/presented in such a way that they replace and

supersede your own contract terms.

14) Contract issues such as basic forms and provisions (non-indemnification

for example), quotation/bidding processes versus possible usurpation of

expertise (brain sucking).

15) Hardware, software and publication resources and tools.

16) Purchasing arrangements and distributors.

Tentative topics coming up for the July 11, 2019 meeting:

17) What motivated you to start your own business? How did you start it, including any

finance and partners, and mentors? Was this your first try at starting a business?

What advice would you give to people just starting a business?

18) You have been courting two potential clients for a long time, perhaps for a year, and each

has been stalling you over a variety of pretexts and have been non-communicative for

long stretches of time. Almost simultaneously, both of them suddenly want your services

"johnny-on-the-spot". When you must of necessity decline one of them, you are accused

of unethical conduct. How do you react and respond?

19) Give us a brief description of your business, including products/services and customers.

Tell us about some key factors that were responsible for your success. Tell us about some

obstacles that you had to overcome.

20) Tell us about a memorable project you worked on.