

Come hear a panel discussion on If I Knew That Could Go Wrong, I Would Have . . .

Monday, December 18, 2017, 5:30 – 8:30 p.m.

Dinner meeting and networking at
Hilton Garden Inn, 450 Totten Pond Road, Waltham, Mass.
Cost: \$45 - \$65 – See website for details: www.spconsultants.org

When you start a solo business, you become the director of sales, marketing, finance, contracts, project management, IT, and PR. What could possibly go wrong? Many of us learn about running a consulting business the hard way – by making mistakes. Have you ever said, “if I only knew then what I know now?”

On December 18th, four SPC members will be sharing mistakes they’ve made, and what they would do differently now. You’ll learn how they survived their missteps, and they’ll advise you how to avoid making the same mistakes they did. Our panelists will discuss:

- Something they did that didn’t go well, and what they would do differently now
- What happened when they waited too long before consulting expert help
- How they talk about these missteps when marketing their services

Before the panel starts, we’ll have small breakout discussions where you can share your experiences and challenges with your colleagues. You’ll be able to help a fellow consultant avoid a costly mistake, and discover how to evade the pitfalls they’ve encountered.

Our Panelists:

Jim Connell’s company, Custom Software, is dedicated to helping customers understand and manage their data, relying on his finance and psychology background to understand customer requirements and build robust systems.

Gina Abudi, MBA, is President of Abudi Consulting Group, LLC, and an adjunct faculty member at Granite State College (NH), and provides consulting services and training to global organizations with a focus on projects, processes and their people.

Ray Graber and his company Graber Associates helps clients in the financial services and technology industries with public relations, marketing, and research.

Robin Hamilton, founder of Boston Bizops Group, help business owners develop effective systems for poorly organized back-end operations.

SPC Board member **Rick Pollak**, of Presentation Medic, will moderate our panel.



The Society of Professional Consultants

Helping Consultants Develop and Grow Their Businesses
and Effectively Serve Their Clients

The Society of Professional Consultants is a non-profit, New England-based resource organization for consultants who represent diverse disciplines and work in multiple industries. The Society was established in 1986 by consultants for consultants to create a dynamic peer network. For more information, please visit our website: www.spconsultants.org