

AICN Newsletter

The Quarterly Publication of the Alliance of IEEE Consultants Networks

1st QUARTER 2019

AICNCC CHAIR'S REPORT



Welcome to the 2019 Q1 AICNCC Consulting Newsletter! I'm Jacob Beningo, the 2019 AICNCC Chair. I started my consulting business back in 2009, where I started out as a moonlighting contractor. Two years, I later

stepped out on my own as a full-time consultant. I focus on real-time, embedded software based on microcontrollers.

This year, the AICNCC is will continue to help the consulting field progress, and better serve you through several different initiatives. These initiatives include:

- Establishing and maintaining two-way communication channels between the committee and local consultants' networks

- Better understanding the challenges the local levels face, and determining how the AICNCC can best provide support
- Investigating additional services the AICNCC can provide you to generate value, and help you be a successful consultant
- Continuing to improve the IEEE-USA Consultant Finder

I'm looking forward to serving you this year. If at any time you have questions, feedback, or suggestions, free to reach out to me.

Best Regards,

Jacob Beningo
2019 IEEE-USA AICNCC Chair
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AICNCC WELCOMES A NEW CONSULTANTS NETWORK IN FOOTHILL, CALIFORNIA

The Alliance of IEEE Consultants Networks Coordinating Committee (AICNCC) congratulates the IEEE Foothill Section Consultants Network Affinity Group on the formation of their network. This newest Consultants Network became official on 16 March. If fellow consultants would like to give a personal welcome to any new network, check out the consultants' page on IEEE-USA's website for contact information. If other IEEE members would like to form a consultant's network, IEEE-USA

offers step-by-step instructions about how to start a formal one. We encourage new consultants' networks to register as Affinity Groups. After a group forms a network, it can take advantage of IEEE's branding and resources, and qualify for funding through IEEE Section rebates. If you do not see your consultants network's contact information listed on the [IEEE-USA website](#), contact Daryll Griffin at d.r.griffin@ieee.org. ■

For questions, comments or submissions
please contact Daryll Griffin at +1 202 530 8337
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<https://ieeusa.org/careers/consultants/>

IEEE★USA

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ANOTHER CONSULTANT'S BLOG

In organizing and gathering information for this newsletter, IEEE-USA staff browse the Internet looking for interesting stories to publish. Often, we come across interesting blogs and posts that we want to share with you. Recently, we came across this blog post--[“Three Techniques to Help You Connect and Be Heard.”](#) Scroll down to the 13 February 2019 post. It is worth a peek—and definitely worth your time. ■



CERTIFICATES FOR IEEE CONSULTANT NETWORK SUBSCRIBERS

IEEE Collabratec recently added the ability for IEEE members to download their subscriptions and membership certificates. Since launching this feature, IEEE has received requests from many of you about wanting to download a certificate related to your role as IEEE Consultants Network subscribers. IEEE Collabratec has now made this feature available.

Steps to download and print your certificate:

1. Log into [IEEE Collabratec](#).
2. Click on your name on the top right of the screen. Select “Member Certificates” from the drop-down menu.
3. From the “Member Certificates” page, click on the “Download PDF” link to the right of “IEEE Consultants Network.”
4. Open the PDF, and print it.

Thanks so much for your interest, and your continued support of the IEEE Consultants Network. ■

IEEE-USA CONSULTANT WEBINARS

In case you missed it, IEEE-USA has posted its recently recorded webinars, [Contracts and Contract Provisions - Other Important Aspects to Consider](#) and [How Consultants Will Save on Their Taxes and Keep More of Their Profits from the New Tax Cuts & Jobs Act](#). Both webinars were well received by those in attendance, and IEEE-USA Alliance of Independent Consultants Network Coordinating Committee (AICNCC) believes both webinars will be beneficial to all consultants.



Additionally, IEEE-USA has another webinar in the planning stages for 7 June, at 1:00 p.m. Gig Economy. This webinar will help those who still have full-time jobs, but who want to develop their “side hustle.” Click [this link](#) to register for this upcoming webinar. ■

IEEE-USA E-BOOKS FOR EXPERIENCED OR WOULD-BE CONSULTANTS

IEEE-USA Consultants Fee Survey Report—2018 Edition

Since 1972, IEEE-USA has conducted surveys of U.S. IEEE members' compensation. It implemented separate surveys, focusing on consultants' compensation, in 1998. Except for the years 1999-2001, 2003, 2005 and 2008, IEEE-USA has published this report. With the exception of 2009, all surveys were stand-alone surveys. All findings in this report represent only those IEEE members who identified themselves as self-employed consultants. For purposes of this survey, IEEE-USA defines such participants as the 457 individuals who indicated that 50 percent, or more, of their consulting hours comes from working independently, with partners, or incorporated.

The information provided is critical for consultants' success—such as a general profile of an IEEE consultant; top areas of consultant services; and the median hourly rate consultants charge. This Report is one of a kind. It should be in yours and in the libraries of all IEEE independent consultants.

Purchase the *IEEE-USA Consultants Fee Survey Report—2018 Edition* today! Member \$29.95 Non-Member \$49.95. Go to the [IEEE-USA Shop](#).

Consulting for Geeks

Thinking about consulting, but not sure where to start? Already consulting, but need some advice? IEEE-USA has a publication that may help. IEEE-USA E-BOOKS is offering *Consulting for Geeks*, written by author and consultant Daryl Gerke. It is now available for only \$2.99 for IEEE members.

The focus of *Consulting for Geeks* is on how to become a small, independent consultant. Daryl Gerke, P.E., is a self-described “corporate misfit,” who started and ran a successful consulting engineering practice for almost 40 years (30 years full time), with his late business partner, Bill Kimmel, P.E., Gerke's secret mission is to help fellow engineers (or anyone else interested in consulting) enjoy life as a consultant. In this e-book, he discusses management versus technical consulting, ways to attract clients, and things to consider when starting a new practice.

Go to the [IEEE-USA Shop](#), and purchase this informative e-book on consulting.



IEEE-USA InSight

Check out this [IEEE-USA InSight article](#) for an overview of the 2018 report.

