

Chair's Comments

ON THE ROAD AGAIN

BY CHRISTOPHER WILSON



On 23 October, the Alliance of IEEE Consultants' Networks Coordinating Committee (AICNCC) hit the road — to do an in-person training at the University of Minnesota in Minneapolis! The AICNCC partnered with the IEEE Twin Cities Consultant's Network on this successful half-day event. If there

are other local consultant networks looking to partner with the AICNCC on a half or full-day workshop please contact Daryll Griffin, d.r.griffin@ieee.org.

Additionally, we've recently released our [2021 IEEE-USA Consultants Fee Survey Report](#). IEEE-USA produces this annual report to provide a basic profile of an IEEE independent consultant. For 2021, the Report had 1,329 respondents who participated in the survey (response rate = 10%). All findings in this report represent only those respondents who were identified as self-employed consultants—defined as the 595 individuals who indicated that 50%, or more, of their personal earned income in the

calendar year 2020 came from fee-based consulting. The report provides information on where consultants are finding clients, top business areas for consultants and median hourly rate for consultants. If you didn't participate and are not receiving a free copy — please consider purchasing the report. It can be a vital resource for your consulting practice.

Last but not least, I want to encourage those subscribers to the [IEEE Consultants Network Membership Premium](#) (i.e., subscribers to the IEEE-USA Consultant Finder) to renew their subscription today. IEEE-USA has provided this resource to IEEE members for more than 10 years; and we believe it is vital in helping clients find you. There are an abundance of free resources to market yourself; however, people will go to this resource, when looking for specific electrical engineering expertise. Plus, you want to be listed in all places where clients go to look for consultants. So again, subscribers, please renew your subscription. And consultants who have not subscribed to this vital service please [subscribe](#) during this membership renewal cycle. ■

IEEE-USA CONSULTANTS FEE SURVEY REPORT - 2021 EDITION NOW AVAILABLE

All findings in this report represent only those IEEE members who identified themselves as self-employed consultants. For purposes of this survey, such participants are defined as the 595 individuals who indicated 50 percent, or more, of their consulting income came 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 most importantly, the median hourly rate consultants charge. This Report is one of a kind, and we believe each annual publication should be in the library of all IEEE independent consultants. Purchase the *IEEE-USA Consultants Fee Survey Report - 2021 Edition* today! Available now from the IEEE-USA Shop: <https://ieeeusa.org/shop/careers/compensation/ieee-usa-consultants-fee-survey-report-2021-edition/>



For questions, comments or submissions please contact Daryll Griffin at +1 202 530 8337 or d.r.griffin@ieee.org.
<https://ieeeusa.org/careers/consultants/>

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NEW PHOENIX CHAPTER APPROVED!

It's official! IEEE has approved the formation of the AICN–Phoenix Chapter.

AICN-Phoenix currently has more than 60 members representing a significant cross-section of IEEE fields of interest. We have had one formation meeting. Our current immediate plans include:

Formalizing our chapter vision and goals

1. Aligning the AICN Chapter goals with individual members' aspirations
2. Selecting Chapter leadership
3. Developing an Action Plan that includes:
 - a. Leadership meeting plan
 - b. An Outreach plan that includes integrated messaging through a web site and social media channels
 - c. Overall work and roll-out activities
 - d. Relationships with other Phoenix chapters (TEMS, SSIT, YP, WIE, etc.)
 - e. Leveraging other IEEE resources that will make the Chapter a destination point for other members

Currently, we are working with the Technology and Engineering Management Society (TEMS) – Phoenix Chapter to include our members in the TEMS meetings. AICN-Phoenix members have attended presentations by John Treichler, Chief Technical Officer at Applied Signal Technology, Raytheon Applied Signal Technology; Cherif Amirat, Chief Information Officer, IEEE; and Dan Schweiker, CEO, Elite Restaurants, and co-Founder, China Mist Brands.

On 20 September, we were invited to a presentation titled “Talk the Talk,” by Phil Bautista, Sr. Information Technology Consultant, Bull Creek Data Corporation and Terence Yeoh, Leadership and Management Affiliate, NASA – JPL. The presentation will focus on improving skills related to interacting with high profile leaders.

Please contact Michael Andrews, michael@andrews-associates.com for additional information. ■

THE RISK TECHNOLOGY PROFESSIONALS FACE

BY JAMES R. JACOBSEN

As an IEEE member, you have access to the IEEE Member Group Insurance Program, administered by Mercer. For consultants who need both personal and professional types of coverage, the Program offers the advantages of group insurance rates — and the convenience of many, online policyholder services. Whether you are beginning the life of a sole practitioner, or have an established practice, you want the peace of mind that comes from the support of a reliable insurance broker, subject matter experts and top-notch insurance products.

In 2021, Mercer is sponsoring quarterly articles for AICN that review facets of risk management for a professional practice. “[How Exposed Are You to Professional Risk?](#)” is the third article in the series.

The article addresses the following common risks that technology professionals face today:

- Documentation of communications
- Mobile technology resources
- Intellectual property issues
- Drone mishaps
- Quality control management
- Licensing and compliance safeguards

To assess your own exposure to these potential risks, read the article and take our [quiz](#).

- [Additional Resources](#)
- [Learn about Professional Liability insurance](#)

UPWORK REPORT FINDS MANY AMERICANS TURNING TO FREELANCING

Upwork Inc., in August, released a new research report, *The Great Resignation: From Full Time to Freelance*, which explores why American professionals are leaving their current full-time roles. Utilizing survey data from 4,000 Americans, the report finds that 20 percent, or 10 million Americans, are considering freelancing — to work remotely and gain more job flexibility.



As some businesses return to the office, the report finds that many professionals are not willing to sacrifice the ability to work remotely. Seventeen percent of professionals, or approximately 9 million employees, who worked remotely during the pandemic — will consider looking for another job, if they have to go back to the office. With this rising interest in a more flexible work arrangement outside the office, professionals are not only considering other full-time jobs to stay remote but are freelancing, as well. Among those who are definitely planning on quitting, 52 percent are considering freelancing.

“Many professionals are not happy about the prospects of returning to the office after the pandemic, and are looking for more remote and flexible options,” says Upwork Chief Economist, Adam Ozimek. “Freelancing has always been a career path that provides these benefits more than traditional full-time jobs. Our report indicates that this heightened interest in freelancing is likely to expand the size of the freelance workforce.”

Key findings from the report include:

- Offices are reopening: Of those who were mostly remote during the pandemic, 25% are already back at the office; and another 38% will return at some point.
- Professionals are not excited to go back: 34% of workers who were remote are not excited about returning to the office, compared to 24% who are.

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- Remote work has become highly valued for some: Among those who are not excited about returning to the office, 24% would be willing to take a pay cut to work remotely; and 35% would consider it.
- The return to the office is fueling some of The Great Resignation: 17% of professionals working remotely during the pandemic would probably, or definitely, consider looking for another job, if they have to go back to the office. This percentage represents nine million workers.
- Many are turning to freelancing: The Great Resignation isn't just about workers moving from

one full-time job to another; 20%, or 10 million Americans, are considering freelancing. Among those, 73% cite the ability to work remotely and gain more job flexibility, as a reason why.

- Growth in the freelance workforce: The 10 million people considering freelancing would represent a significant percentage increase — 17% — in the total freelance workforce, which had 57 million freelancers total, and 16 million full-time freelancers in 2019.

To read the full research report, visit: <https://www.upwork.com/research/the-great-resignation>. ■



RENEW YOUR SUBSCRIPTION TO THE IEEE-USA CONSULTANT FINDER

You still have time to renew your subscription for the IEEE-USA Consultant Finder. In the fall of 2018, IEEE-USA introduced the [IEEE-USA Consultant Finder](#), powered by IEEE Collabratec, to IEEE members. This redesigned service's key features include:

- Simple and advanced search features
- An assignment placement portal
- A full consultant profile for paid subscribers

In addition, the IEEE-USA Consultant Finder's visual design makes it easy to use. It also has web crawlers, so even more potential clients will be able to find this new website — and the individual consultant profiles. Lastly, the Finder has opened this service fully to international independent consultants (those outside of North America) to post their profiles and market their services. Since Collaboratec powers this service, all IEEE members have access to the Finder. Moreover, clients, project managers and HR professionals can search for consultants to hire — for free!

All IEEE members considering, or jumping into, the world of the gig economy should check out the IEEE-USA Consultant Finder for marketing their services. The IEEE membership renewal period is the best and easiest time to get started. When you renew your IEEE membership, just add the [IEEE Consultants Network Membership Premium](#) to your cart. This step allows your IEEE Collabratec profile to be listed in the [IEEE-USA Consultant Finder](#).

The visual upgrade makes the Finder easier to use; and it will attract even more clients, project managers and HR professionals to search for a consultant; or post a consulting, or contract assignment. IEEE-USA is also actively trying to promote this service to professionals through Google ad words, as well as constantly updating Search Engine Optimization (SEO) tags.

We look forward to your continued support of this product with your renewed subscription. IEEE-USA knows this service will benefit all IEEE independent consultant members and their consultant practices.

Please note: Current Membership Premium subscribers — it is now a great time to review your consultant profile. Log in via IEEE Collabratec (or the IEEE Collabratec App) — and consider adding, or updating, your photo; reviewing your biography; and updating your desired salary, or hourly rate.

You can also review the IEEE-USA webinar, [All You Ever Wanted To Know about the New IEEE-USA Consultant Finder](#). This webinar outlines the new features of this service. Again, welcome to the IEEE-USA Consultant Finder. And thank you to those that have already subscribed to this great service. We hope you like the new look and upgrades. For IEEE members who have not yet subscribed, be sure to take a closer look — don't miss this great opportunity! ■