



Professional And Technical Consultants Association  
Serving Silicon Valley and beyond since 1975

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## NEWS AND EVENTS August 2019

### Upcoming PATCA Events

#### [PATCA BBQ](#)

- Saturday, August 17, 5:00 p.m.
- Kathy & Jerry Rice's home in Los Altos

## HOW TO JOIN

### New Membership

Would you like to join our Association?  
More Details

Join us for an evening of networking, music and good cheer! RSVP by August 2nd, to [kathyrice@fabnexus.com](mailto:kathyrice@fabnexus.com) indicating what side dish, dessert or appetizer you will bring and if you will be bringing a guest. PATCA will provide burgers, veggie burgers, hot dogs and non-alcoholic beverages.

#### MEMBER RENEWAL

### Annual Dues

General membership deadline was March 1st.\* Renew Here

*\*Note: 1st year or returning member who join after above deadline, contact the PATCA office at [admin@patca.org](mailto:admin@patca.org) for your dues deadline.*

To register for events or get more information, visit our [website](#) or [Meetup page](#).

## Connect!



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### PATCA New Consultants' Roundtable Lunch

Monday, August 12, 11:30am to 1:30 p.m.

Roundtable Pizza, 4400 Stevens Creek Blvd, San Jose, CA

Two seasoned members of PATCA will be leading a monthly roundtable meeting to discuss ideas of interest to those just starting in Consulting or Independent Contracting.

Fee: \$15 online; \$20 at the door. Fee includes lunch.

To register for events or get more information, visit our [website](#) or [Meetup page](#).

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### PATCA Management Consultants Networking Breakfast

Monday, August 19, 7:30 a.m. to 9:00 a.m.

Black Bear Diner, 415 E El Camino Real, Sunnyvale, CA 94087

Monthly meeting of experienced line, project and product management

## Quick Links

Events Calendar  
PATCA Website  
Member Directory

Expert Edge News

## Client Services

Post a Project  
Working with  
Consultants  
PATCA for Startups

## Member Benefits

Speakers Bureau  
Member Resources  
PATCA Logos

Join Our Mailing List!

consultants that bring business questions and challenges to the group to share insights and solutions. This month we consider the topic of combating the "Dilbert Effect" that is generated by the characterizations created about managers and management consultants in the cartoon strip "Dilbert". This is a joint meeting with PATCA and ABC (Area Breakfast for Consultants, affiliated with IMC - Institute of Management Consultant), meeting 3rd Monday each month at 7:30 a.m.

To register for events or get more information, visit our [website](#) or [Meetup page](#).

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## PATCA Elections are over, Meet your new officers !!

**Meet your PATCA Board of Directors - come to the BBQ August 17, or come to the Board Meeting Tuesday, July 30 !**

[Congratulations to our new board members !](#)

Meet your new officers at the BBQ August 17, or come to the next Board of Directors meeting (open to all members), Tuesday, July 30, at 7:00 p.m. For more information contact one of the Board Members listed at the link above, or see below.

Full members grades (except Affiliate) are eligible to vote for the board candidates listed on the ballot or write in their candidate of choice.

### Welcome New Members !

#### **James Peery, Affiliate, PMP, PSM**

James' professional titles include Supply Chain manager, Business Analyst, and Project Manager. Manages projects from PMO concept onward, harmonizes goals with IT solutions, SIT and UAT events, data base management.

[James Peery Consulting](#)

#### **Joseph Habr, Affiliate**

International executive with extensive experience and successes in setting up and starting new businesses, generating revenues, increasing profitability, improving operational effectiveness and building enterprise value. Advanced expertise in the Service Industry.

[BD&PM Consultants LLC](#)

#### **Featured Consultant: Aaron Needles, CPC**

Not a new member, Aaron is our featured Consultant of the Month ! Learn about his business, specializing in the design of embedded software and hardware,

[Needles Innovation.](#)

**Attention Affiliate members:** You can upgrade to full membership status, Certified Professional Consultant (CPC). As a full member, you will have access to client leads through PATCA's Post a Project client referral system and a complete listing in PATCA's online

Searchable Member Directory.

CPC is also a nice add on to the list of one's credentials. If you want to upgrade your PATCA profile you can find some tips on doing so here:

[Member Profile](#)

**Benefits of Joining:**

**New Consultant meetings !**

**Evening Presentations**

See [PATCA's Events](#), [LinkedIn](#) and [Meetup](#) !

**Full Members have access to:**

**Mentorship Program**

**Full Details of your business in Consultants Directory**

**Job Postings sent to you**

### **The Check Is NOT In The Mail - recorded webinar**

Leonard Sklar covers how to get paid more readily in full, on time, with less stress, and without losing good customers and clients.

Recorded at the June 13 PATCA Evening meeting, [view the webinar here](#).

Len has spoken on this topic in over 200 cities in all 50 states. The two key points he will cover are how to minimize payment problems, in the first place, and then, what do you do with the delinquent accounts that slip through.

### **Your 2019 Board of Directors**

## **Board Members**

**Christopher Edington**

**Chris Hansen, *President***

**Keith Riordan, *Treasurer***

**David Vieira, *Secretary***

**Carl Angotti, *Programs Liaison***

**Shirish Patel**

**David Bakhtnia**

**Beth Ann Hockey**

**Larry Polyak, *Webmaster***

**John Cooper, *Editor***

### **2019 JOIN PATCA or Renewals Reminder**

**Join PATCA !** [Click here for more Info.](#)

**Renewal Dues:** the 2019 dues deadline was March 1st. If you have not



paid your 2019 dues yet, please visit the renewals page [here](#) or use the custom invoice emailed. *[Note: If you joined PATCA in the past 12 months your renewal deadline is noted on your member profile.]*

**Questions:** contact the [PATCA office](#).

## PROJECT POSTINGS for FULL MEMBERS

Companies that seek consultants can post projects to the PATCA website for free !

Here are some typical project titles, from recent postings:

- \*Wireless Fan Motor Control system
- \*LTE Network Engineer
- \*Review Microwave test setup and calibrate, test for the Resonance Linewidth of microwave ceramic material
- \*System and message data analysis and definition for building control network.
- \*FPGA and ASIC, with 40G Ethernet. PHY level development on Xilinx
- \*C++ programming, embedded code
- \*Wireless power transfer circuit
- \*Analytics facilitator
- \*Modification of existing microcontroller code
- \*Semiconductor engineer

Full PATCA Members have access to the details of these jobs.

Anyone can post a project or job listing for no charge; postings are moderated.

Click here to Post a Project:

[Post Project](#)

## Share Your Ideas

PATCA's Marketing team and Board of Directors invite you to share your ideas about:

- Speakers or topics for PATCA's monthly meetings and educational events
- Newsletter topics, including links to Internet sites or topics of interest to consultants and clients
- Articles for the newsletter, such as:
  - Tips for success based on your area of expertise
  - Learning points from a consulting or business book that you read recently
  - How you've used ideas from a PATCA speaker to help grow your business
  - Suggested topics for PATCA's blog
  - Full members: Send your article to [editor@patca.org](mailto:editor@patca.org)

Send your ideas to the [PATCA Office](#).

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## Joke of the Month

### You Might Be a Consultant if...

1. you ask the waiter just what the restaurant's core competencies are.
2. you plan to reorganize your family into a "team-based organization."
3. you think that it's actually efficient to develop a ten page paper with six other people you don't know.
4. you believe you don't have problems in your life, just "issues" and "improvement opportunities."
5. you explain to your bank manager that you are "highly leveraged" as opposed to "in debt."
6. when you explain the difference between "down-sizing," "right-sizing," and "firing people's arses," you actually believe your explanation.
7. you can spell "paradigm" and you actually know what a paradigm is, or believe you do.

**PATCA** is Silicon Valley's longest operating non-profit professional association dedicated to serving independent consultants and the client companies that use them. We set the quality standard for the consulting industry by requiring that all members pass a rigorous qualification process and adhere to a strict code of ethics. PATCA offers a free referral service giving clients direct access to a network of the highest caliber management and technical consultants in the Bay Area. We represent a wide variety of expertise in a broad array of disciplines, from biotech to marketing, HR to engineering, hardware design to cloud computing.

Voice Mail: 1-800-74-PATCA (1-800-747-2822) Local: 408-971-5902

Web: <http://www.patca.org/contact-us>

What is the "CPC" logo by members names ? Check out our member categories, and learn how to gain more recognition as a Certified Professional Consultant: [Member Categories](#)

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PATCA, P.O. Box 2261, Santa Clara, CA 95055

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