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HOW TO JOIN

New Membership

Would you like to join our Association?
[More Details](#)

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 for your dues deadline.*

Connect!



Quick Links

[Events Calendar](#)
[PATCA Website](#)
[Member Directory](#)
[Expert Edge News](#)

Client Services

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[Working with](#)

NEWS AND EVENTS

April-May 2019

Upcoming PATCA Events

[Consultant & Freelancer Happy Hour & Networking](#)

Tuesday, May 7 at 4:00pm !!

at **Walt Maclay's**
Voler Systems
1021 S. Wolfe Rd, Suite 285
Sunnyvale, CA 94086

Unwind, share war stories, & connect with other consultants and freelancer professionals.

Benefits of networking:

- * MORE awesome friends
- * FASTER promote your work
- * CREATE YOUR DREAM projects for business

Location host is Walt Maclay, past PATCA president and master networker.

Beer and appetizers are sponsored by PATCA

There is no fee for this event.

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

PATCA New Consultants' Roundtable Lunch

Monday, May 13, noon to 1:00 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.

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

PATCA New Consultants' Roundtable Lunch

Monday, June 10, noon to 1:00 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.

Member Benefits

[Speakers Bureau](#)
[Member Resources](#)
[PATCA Logos](#)

Join Our Mailing List!

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

Handling Late Paying Clients

- PATCA Evening Meeting

Thursday, June 13, 2019 6:00pm

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

Our speaker on June 13 will be Leonard Sklar, author of the book, "The Check Is NOT In The Mail", subtitled, "How To Get Paid More In Full, On Time, At Less Cost, With Less Stress, And Without Losing Good Customers, Clients, Or Patients."

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.

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

PATCA BBQ

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

Join us for an evening of networking, music and good cheer!
RSVP by August 2nd, to

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.

PATCA Elections are coming !!

Cast your vote for PATCA Board of Directors!

Ballots with candidate statements will be emailed to all PATCA full members this week. All membership 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 !

Alex Garcia Topete, Affiliate

Nowadays Orange Productions, based in Dallas, aims to create worthy and high-quality media productions that entertain and inspire. From films and television to books and videogames, our efforts point towards one goal: Making Our World a Better Story

[Nowadays Orange Productions](#)

Janet Ozasa at 5D Design Express LLC, Affiliate

Dynamic and highly skilled professional with extensive experience in designing innovative photonic systems for new technologies from the back of a napkin into production.

Rohit Gari, affiliate

Salesforce Implementation, Apttus Implementation
Rohit.gari@gmail.com

Beth Ann Hockey, Member

Beth consults in a broad range of language-based AI. She has an MSE in computer science and a PhD in Linguistics from U. of Pennsylvania and has consulted in speech technology for Intel and Nasa.

[Beth Ann Hockey](#)

John C. Westmoreland, PE CPC

John rejoined PATCA last November after some years in the cold. He is an EE specializing in embedded system design, IC design of DSPs and has consulted for Abbott Diabetes Care in Alameda.

[John Westmoreland, PE](#)

Thomas Pavelko, Affiliate

Thomas worked 37 years for Lockheed in a wide variety of divisions including Human Spaceflight and The Skunk Works.

Thomas is the author of "[Project and Program Turnaround \(Best Practices in Portfolio, Program, and Project Management\)](#)".

[Thomas Pavelko](#)

Katryna Krieger, Affiliate

Specialist in process improvement; User Experience Design and Enhancement; Implementation; Project Management; Budgeting; Marketing.

katryna.krieger@yahoo.com

Charles Nolan, Affiliate

Charles is president of Modular Energy Solutions which helps clients transition to sustainable energy. He has founded companies in the materials fabrication and solar hydrogen generation markets and has worked on hydrogen fuel cells.

[Charles Nolan](#)

Chad Buccine, PE, Affiliate

Founder of JOLT Engineering, Chad specializes in solar design and engineering services.

He has a BS in Mechanical Engineering from U.of Maryland, College Park

[Chad Buccine, PE](#)

Réna C. Ayeras, Affiliate

Rena is a high-tech Technical Writer who has supported Cisco, Synopsis, Nvidia, Amazon, Total Phase and iHealth Frontier with their Marcom materials, user guides, manuals and other documents.

[Réna Ayeras](#)

Sean Murphy - upgrade to full membership status, CPC

Congratulations to Sean Murphy on his upgrade to full membership, Certified Professional Consultant (CPC). As a full member, he 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.

[Sean Murphy](#)

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

Finding and Attracting New Clients

Finding new clients is key to consulting success ! Here are several articles which may spark new ideas:

Nation1099 published an article on:

[**"19 Things To Do Right Now to Attract New Clients"**](#)

Forbes writer Ilean Harris offers:

[**"Six Authentic Ways to Attract New Clients Online"**](#)

American Express writer, Julie Bawden Davis writes:

[**"7 Excellent Ways to Attract New Customers"**](#)

What are your suggestions for consultants to find and attract new clients ? Send your suggestions to:

[Editor](#)

Your 2018 Board of Directors

Board Members

Keith Riordan, *President*

Ariel Paling, *Vice President*

Shirish Patel, *Treasurer*

Chris Hansen, *Secretary*

Carl Angotti, *Programs Liaison*

Patrick Connolly

David Vieira

Christopher Edington

David Bakhtnia

Larry Polyak, *Webmaster*

John Cooper, *Editor*

2019 Dues Renewals Reminder



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

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

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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