



**INSTITUTE OF MANAGEMENT CONSULTANTS
New England Chapter**



Letter from the President, May 2006

Serving as President of IMCNE over the past year has been an honor. I enjoyed working shoulder to shoulder with many talented consultants who generously gave their time to deliver value to the New England consulting community. Together we experimented with new approaches. I'd like to take a few minutes to reflect on and celebrate the many accomplishments of this dedicated group over the past year.

2005-2006 Highlights

- ✦ Launched "**Weekly Update**" as our primary electronic communication tool for informing New England consultants of time sensitive information like: our events and those of our strategic partners, call for presentations, papers & feedback via surveys and member benefit announcements.
- ✦ Our 6 dinner **programs** and the Consultants Conference generated valuable feedback, with the bottom line being that our **events were very well received by those who attended!**
 - In prior years IMCNE averaged one dinner program per month. For greater predictability we evenly distributed them - the 2nd Thursday evening of each month.
 - 88% of attendees who completed our program evaluations indicated our speakers met or exceeded their expectations. 81% indicated the content met or exceeded expectations.
 - Subject matter was the prevailing driver of attendance with **keenest interest in business models for growth: lessons learned from big names in consulting and transitioning to a small consulting or professional services firm.**
 - While 70% of attendees indicated networking met or exceeded their expectations, individual program ratings ranged from 35% to 89%. **There is much to be said for good old fashioned networking via drinks and conversation.**
 - 69% of attendees were IMCNE members. Nearly 72% of attendees had 5 or more years experience as a consultant.
 - **IMCNE's Consultants Conference was a sell out event** with nearly 100 consultants in attendance. It hit the mark: prominent speakers, rich in content, valued networking opportunities, convenient time of year and location.

- **PEG** (professional emphasis group) – continues to have a strong following and a number of folks expressed interest in forming and leading others.
- ✦ **ProFile**, a member only benefit, became an on-line database this year. It connects consultants to consultants to support opportunities for learning, partnering and client referrals.
- ✦ Toward the latter part of the year we worked more closely with our **Strategic Partners** who expressed interest in building on our relationships. While we currently cross publicize each others events, there may be room for more creative forms of mutually beneficial initiatives.
- ✦ **Stable membership** continues to hover at just over 110.
- ✦ IMCNE **ends the year in a stronger financial position** than the good one it started in. This is attributable to a growing number of sponsors, the success of ConCon and solid financial management exerted by the board.

Wow ...what a year! Please note that I did not single out any one volunteer for fear of leaving out someone else. Know, however, that accomplishments of this magnitude can happen only through collective effort. So special thanks goes to each and every volunteer who helped make 2005-2006 an outstanding year for IMCNE!

This Thursday at our 2006 Annual Meeting, I pass the presidential baton to Mary Adams. I am sure that she, along with President-Elect Ron Visocchi, will bring new ideas to the table and try them out with our help and the increased resources of the association. As Immediate Past President, I will move onto a liaison role with nationals with emphasis on staying attuned with what other IMC chapters are doing successfully. Plus, I will orchestrate the confirmation proceedings of the Board Slate at the 2007 Annual Meeting. Together Mary, Ron and I will make up IMCNE's Office of the President.

Again, I have not singled out specific contributors for fear of leaving others out. I do however want to heartily thank our administrator Donna Powell and website guru Cindy Murphy for all they have done for IMCNE over the past year. Thanks and we could not have done it without you!

Sincerely,

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President

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PS If you have not registered for the 2006 Annual Meeting you can still do so.