Creating a Technology Services Company

IEEE Entrepreneurs’ Network (ENET) & IEEE Consultants’ Network (CNET)

January 3, 2012
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Meeting Overview

- Welcome
- Ground rules
- Presentations will be on the ENET website: http://www.boston-enet.org
- Panelists will stay after for informal discussions
- How did the panelists get where they are today?
Topics

- Starting your business (David)
- Delivering superior customer service (Denise)
- Growing and increasing sales (Joe)
- Marketing your business (David)
- Creating an outsourced executive team (Denise)
- Expanding business relationships (Joe)
- Making the right hiring and firing decisions (David) [if time permits]
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