Creating a Technology Services Company

IEEE Entrepreneurs' Network (ENET) &

IEEE Consultants' Network (CNET)

January 3, 2012

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TRA360

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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