



**NEXT REGULAR MEETING: July 27, 2015, 6:45 pm, Palatine Public Library**  
[Link to meeting location map.](#)

**PRESENTATION:** "*Modern and Effective Strategies to Grow Your Consulting Income*" by Robert F. Sherlock.

Consultants are typically eager to get more work as a way to grow their incomes, but there's often another way: higher fees per engagement.

If that sounds good in theory, but you think it's easier said than done, you won't want to miss our July 27 event. This meeting's presentation will show you ways consultants can achieve higher fees on at least some of their engagements. There are many other ways you could spend your evening on July 27th, but think about what's at stake. What if not attending this presentation is cause for one's inability to attain a higher fee schedule for some clients, and over time, financial failure of a consulting practice? Why not consider the return on your time investment, decide to attend this meeting, and find out that fee negotiation for some clients can be easier than you think? It's extremely important for highly qualified consultants to utilize modern and effective strategies for getting paid well.

Guests are welcome. Hiring managers from industry should attend this job-networking meeting.

After the presentation, attendees will have an opportunity to get with the speaker for one-on-one discussions.

**ABOUT THE SPEAKER:**



Bob is president of Rainwerks / Marketworks, Inc. He has experience working with consulting professionals in industry with demonstrated results building client appointments and getting paid according to the market and better.

**TICKER:**

- ✚ Please meet us for an optional dinner before the meeting: 5:30 pm at Bakers Square on Northwest Highway, 2 blocks south of the library.
- ✚ Do you know that networking is responsible for most professional jobs? Do a friend a favor; invite him/her to a meeting. There is no admission fee. Don't forget to bring business cards for networking! Attendees may earn 1 PDH.
- ✚ Future regular scheduled meetings: September 28, 2015, November 16, 2015, January 25, 2016, March 28, 2016 and May 23, 2016.
- ✚ The board would like your input and suggestions for meeting discussion topics for our 2015 and 2016 meetings. We credit presenters on the WEB.