

CHAIR'S COMMENTS

BY CHRISTOPHER WILSON



UPCOMING IN-PERSON CONSULTANT WORKING IN ARIZONA

The AICNCC is partnering with the recently reestablished IEEE Phoenix Section, Consultants Network Affinity Group, to hold an [in-person workshop](#) on 12 November. This workshop is appropriate for all career levels of consultants. It will cover the basics of those just starting out to becoming an entrepreneur. We especially encourage consultants from Arizona and surrounding areas to attend — not only to gain knowledge of your chosen profession, but to help establish a thriving consultant community in your area —to network and learn from one another. [Register today](#), and we'll see you in November.

20 OCTOBER WEBINAR

I also want to highlight an upcoming webinar by IEEE-USA's Interim Managing Director/Director of Government

Relations, Russ Harrison. This is an important overview of a possible U.S. Department of Labor rule — where they may try to make the ABC Test apply to the entire country. California has already implemented this test; and is using it as a criterion for classifying an individual as a consultant. This rule has definitely had an impact on California's consulting community.

I encourage all consultants to attend this important webinar, [New Rules Defining "Consultants" Could Affect Technology Contractors Nationwide](#) on 20 October.

IEEE-USA CONSULTANT FINDER

Lastly, I do want to encourage those that have subscribed to the IEEE Consultant Network Membership Premium (i.e., The IEEE-USA Consultant Finder) to renew their subscriptions. The more consultants we have in this listing, the easier it is for staff to market this product as a viable option for businesses to use when needing a consultant. Of course, we want new subscribers, as well. If you have not already, we urge you to [subscribe](#). Our goal is to double subscribership in 2023 and make this product more marketable to business. ■

CONSULTANT RESOURCES

WHY COMPANIES HIRE CONSULTANTS

All companies have their own reasons for hiring consultants. IEEE-USA came across a great article, explaining why companies look to bring on an expert outside of the company to accomplish a specific task.

[How To Successfully Hire And Work With An Independent Consultant?](#) takes you through the basic process of how companies evaluate whether to hire a consultant.

Another story consultants may find useful, discusses the best financial apps for consultants. [The Best Finance Apps for Small Business Owners](#) outlines the best apps for budgeting, taxes and investing. ■



MEMBER DISCOUNTS



A CONSULTANT'S GUIDE TO MEMBER DISCOUNTS

As a consultant, do you wonder what IEEE can do to help your business and your bottom line? IEEE Member Discounts offers a wide range of name-brand discounts that self-employed members can appreciate, whether they work from a home office, a corporate site, or even a stand-alone office. If you are paying for space, equipment, shipping, cybersecurity, or equipment protection — then these savings could add up significantly for you over the course of a year.

Speaking of office configurations, one of the new member discounts is for office space. Whether you have outgrown your spare room at home; would prefer to work out of a professional space to host a meeting; or you prefer a hybrid flexible workplace model, the International Workplace Group (IWG) can offer you a variety of lease opportunities and coworking environments. IEEE negotiated a discount with IWG — because it has a diverse portfolio of brands (Regus, Spaces, Signature, and more); offers flexibility and choice to members through thousands of conveniently located sites; as well as lease options, ranging from an hour's coworking, to multi-year leases. IEEE members worldwide can receive a 10% discount within the first 12 months of a new contract, on selected workspace solutions. Visit <https://www.iwgplc.com/Partner/IEEE> for details.

Costs are rising in every area of the economy, and small businesses feel the pinch. Fortunately, IEEE members can save on shipping with discounts from UPS®. In terms of how frequently it is used, this discount is one of the most

popular. Recently, members who used the UPS discount shipped approximately 24,000 items.

From small packages, to pallets, or anything in between, you don't need to be a frequent shipper to receive significant savings. The member rates are **50% off** Domestic Next Day/Deferred, and **30% off** Ground Commercial/Residential rates. To take advantage of member pricing, and to explore the variety of shipping services and tools that can help your business, visit <http://www.save-withups.com/ieee>; or call **1-800-MEMBERS (+1 800 636 2377)** to enroll and start saving.

No business can run without technology. IEEE members can save on Dell Small Business Systems. This program is well-utilized, and it is one of our most longstanding discounts, started in 2012. Dell provides a standard discount that will not be less at any retailer, for products on the designated site — as well as special, additional savings opportunities offered frequently. Dell Small Business representatives can assist with configuring a system; and most purchasers do work with a rep, rather than simply ordering online. The discounts are now available to members in the United States, the United Kingdom, Northern Ireland and Canada. See www.ieee.org/discounts for the Dell access information.

All the technology, from your computers to your phones are an investment. Perhaps you purchased a protection plan for each item at the time of sale. Those individual plans can be pricey and can have large out-of-pocket

deductibles or inconvenient requirements for repairs to damaged equipment. TechProtect™, a blanket protection plan offered to IEEE members through the Member Group Insurance Program, is a nice solution. TechProtect™ has a choice of coverage levels; it covers multiple devices from phones to game consoles, to computers, and more — with one low deductible. Visit [TechProtect™](#) for additional information.

In addition to the risk of physical damages to devices, there is the ongoing risk of identity theft, or financial fraud, and even reputation harm in social media — due to hackers. Due to the criminals' persistent and ever-evolving tricks, it is not sufficient to password protect accounts. Your sensitive information, your family and your clients' information could be at risk. IEEE now works with Aura Identity Guard, to provide a discount on their cyber security package. While this brand is not promoted as ubiquitously as

some of its competitors, Aura Identity Guard states that it “protects you from digital threats by helping stop identity thieves, protecting your credit and financial accounts from criminals, and helping stop hackers from getting into your phone or computer.” Additionally, the product offers alerts, resolution services, and covers up to \$1M for any losses.

Visit <https://offers.identityguard.com/ieee>; or call + 1 855 443 7748, to sign up for, and take advantage of, the 60-day free trial.

Do you have a suggestion for a product or service discount that members would appreciate? IEEE will consider suggestions for new, potential discounts.

Write to us at <https://www.ieee.org/membership/discounts/poll.html>. ■



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RENEW YOUR SUBSCRIPTION TO THE IEEE-USA CONSULTANT FINDER

You still have time to renew your subscription for the [IEEE-USA Consultant Finder](#). IEEE Collaboratec powers the IEEE-USA Consultant Finder for IEEE members.

This service's key features include:

- Simple and advanced search features
- An assignment placement portal
- A full consultant profile for paid subscribers

In addition, the IEEE-USA Consultant Finder's visual design makes it easy to use. It also has web crawlers, so even more potential clients will be able to find this new website — and the individual consultant profiles. Lastly, the Finder has opened this service fully to international independent consultants (those outside of North America) to post their profiles and market their services.

Since Collaboratec powers this service, all IEEE members have access to the Finder. Moreover, clients, project managers and HR professionals can search for consultants to hire — for free! All IEEE members considering, or jumping into, the world of the gig economy should check out the IEEE-USA Consultant Finder for marketing their services.

The IEEE membership renewal period is the best and easiest time to get started. When you renew your IEEE membership, just add the [IEEE Consultants Network](#)

[Membership Premium](#) to your cart. This step allows your IEEE Collaboratec profile to be listed in the IEEE-USA Consultant Finder.

The visual upgrade makes the Finder easier to use; and it will attract even more clients, project managers and HR professionals to search for a consultant; or post a consulting, or contract assignment. IEEE-USA is also actively trying to promote this service to professionals through Google ad words, as well as constantly updating Search Engine Optimization (SEO) tags.

We look forward to your continued support of this product with your renewed subscription. IEEE-USA knows this service will benefit all IEEE independent consultant members and their consultant practices.

Please note: Current Membership Premium subscribers — it is now a great time to review your consultant profile. Log in via IEEE Collaboratec (or the IEEE Collaboratec App) — and consider adding, or updating, your photo; reviewing your biography; and updating your desired salary, or hourly rate.

Welcome to the [IEEE-USA Consultant Finder](#). And thank you to those that have already subscribed to this great service. For IEEE consultants who have not yet subscribed, be sure to take a closer look — don't miss this great opportunity! ■

IN-PERSON IEEE CONSULTANTS NETWORK WORKSHOP

12 NOVEMBER 2022 | 7:30 AM - 2:00 PM (MST) | @ ARIZONA STATE UNIVERSITY

The IEEE-USA Alliance of IEEE Consultants Networks Coordinating Committee (AICNCC) and the Phoenix AICN Chapter is hosting a Workshop that will cover a wide range of topics addressing the Valley consulting market. The workshop will include sessions that address the major aspects of successful consulting firm operations. Advanced topics will include Processes for Tools for Growing a Consulting Firm, Selecting a Consulting Specialty, Identifying the Niche for Your Business, Evolving Business Requirements, The Effective Launch and Entrepreneurial Activities Surrounding Your Consulting Firm, Organizing and Marketing the Firm, and The Effective Use of Professional Networks. Register at <https://events.vtools.ieee.org/m/323822>. ■



IEEE★USA Livestream Webinar

New Rules Defining "Consultants" Could Affect Technology Contractors Nationwide

Thursday, 20 October - 1 PM ET



Russell Harrison

UPCOMING WEBINAR: NEW RULES DEFINING “CONSULTANTS” COULD AFFECT TECHNOLOGY CONTRACTORS NATIONWIDE

On 1 January 2020, California implemented a new criterion for classifying an individual as a consultant. The new test, called the ABC Test, has proven to be a challenge to some technology consultants in that state. An informal survey of Californian IEEE consultants has shown that 25 percent of consultants have lost work because of the new rule. Additionally, a number of IEEE members have reported leaving California to avoid the law. Others have given up their consulting businesses.

Now the U.S. Department of Labor may be trying to make the ABC Test apply to the entire country.

Join IEEE-USA's Director of Government Relations for a discussion about what the ABC Test is, why it is a challenge for technology consultants, and the prospects for it becoming a national rule. We will also discuss ways IEEE member consultants can help protect themselves from the test.

- When: Thursday, 20 October 2022 -- 1 PM ET
- Register Today: <https://events.vtools.ieee.org/m/324820>