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CHEMICAL CONSULTANTS NETWORK and IEEE Phila. Consultants Network (CONET)

JANUARY 11, 2012 JOINT MEETING

Visit the CCN web page at www.chemconsultants.org
Visit the IEEE CONET web page at www.PhilaCONET.com

Date & Location: Wednesday, January 11, at the Cynwyd Club, Bala Cynwyd, PA
Time: Networking, 5:30 PM; Dinner, 6:30 PM; Talk and Business Session, 7:30 PM

Topic & Speaker **Five Elements of Consulting Success**

James Chan, Ph.D., will share his 29 years of experiences in running an international marketing consulting practice specialized in promoting American-made products and services to China and Asia. He will address the five elements of long-term consulting success based on his experiences and those of his fellow professional consultants. These elements are (1) self-confidence, (2) focus, (3) bonding, (4) integrity, and (5) ascription.

James Chan is president of [Asia Marketing and Management](#) (AMM), a Philadelphia-based practice that he founded in 1983. He is the author of the book, [Spare Room Tycoon](#), a book on the human side of running a business on one's own.

Location: The Cynwyd Club, 332 Trevor Lane, Bala Cynwyd, PA 19004. From I-76 drive S on City Line Ave. (US Rte. 1). Turn right on Conshohocken State Rd. (Rte. 23); stay in right lane. After second light watch for white left-turn arrows painted on street (about 0.14 mi/750 ft). Do not follow Rte. 23 left at turn but instead go straight ahead onto Llandrillo Rd. (passing to right of Valley Press printing). In one block bear left onto Trevor Lane at stop sign. Clubhouse and parking are on the left. Please park in lot if space is available; otherwise park on Trevor Lane. If lost, call the club at 610-667-4524, ext. 2. [MAP](#)

Reservation: To make or cancel a dinner reservation, e-mail CCNReservations@aol.com or call the ACS office at 215-382-1589 (leave message if necessary). Please let us know whether you are responding to a CCN or CONET notification. Fee, including food and beverages (wine, beer & sodas), is \$25 if reserved by Thursday, Jan 5th, \$35 afterwards. Late reservations and walk-ins subject to availability. Payment is due at the door. No-shows will be invoiced. Please state any special food requirements. There is no charge for talk only; registration is suggested using contact information above.