

How Clients Find Consultants on IEEE-USA's Consultants Database

By

Dr. Gary L. Blank

IEEE-USA Vice-President, Career and Member Services

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- Background
- Consulting Climate
- Helping consultants with their marketing efforts
- Outline

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- Go to <http://ieeusa.org>
- In the Left Column, under Career Navigator, click on Consultants Services
- When you arrive there you will find 10 bulleted subjects.
- These are the 10 topics.

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Consultants

1. More About AICNCC
2. IEEE-USA Consultants Database
3. Find a Network (by State)
4. Find a Network (by IEEE Region)
5. Consultants Workshops
6. Starting a Network
7. Consultants Library
8. 2010 Profile of IEEE Consultants
9. Web Resources
10. Entrepreneurs' Resources

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1. More About AICNCC
2. IEEE-USA Consultants Database*
*to be discussed last
3. Find a Network (by State)
4. Find a Network (by IEEE Region)
5. Consultants Workshops

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6. Starting a Network
7. Consultants' Library
8. 2010 Profile of IEEE Consultants
2011 available soon.
9. Web Resources
10. Entrepreneurs' Resources

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Clients

- Consultant Finder
- Advanced Search
- Simple Search
- Post/Edit Assignment
- Client Help

Consultants

- Register/Renew
- Login
- Manage Profile
- Assignment Board
- Fee Survey
- Consultants Services

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Client:

Here you can find the world's best electro-technology and information-technology professionals-for-hire. No charge to search the directory or post assignments!

- [Consultant Finder](#) - A sophisticated questionnaire-based tool that matches consultants to your project.
- [Advanced Search](#) - A search engine allowing maximum control over the search terms and results.
- [Simple Search](#) - A quick and easy search form.
- [Post Assignments](#) - Put your project where 20,000 IEEE-member consultants can see it.

Consultants:

**Last year, thousands of clients searched the database.
This year, make sure they find *you!***

- [Join the Database](#) - Submit a profile describing your consulting practice. The annual fee is only \$79 for IEEE members.
- [Search for Assignments](#) - Browse our project board for opportunities that match your interests.

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Here is an example of how a client would find a consultant using the first of the 4 options (1. Consultant Finder, 2. Advanced Search, 3. Simple Search, 4. Post Assignment).

Click on “Consultant Finder”
Then you will see the following:

Consultant Finder

Welcome to the Consultant Finder system. We will ask you a short series of questions to help you find consultants that meet your needs.

Do you want to find a consultant who is local to your company?

Yes

No

CHOOSE YES

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**Please select one of the following
locales:**

City (Optional)

and State/Province

For this example, choose Illinois (State)

Then click on

“Search in City and/or State”

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How will the contract be negotiated?

You will have 3 choices, namely, 1099 Tax Basis, W-2 Tax Basis, or Don't Care

Choose Don't Care

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Would you like to describe the consultant, or both the project and the consultant?

Choices are

“Consultant” and “Project and Consultant”

Choose “Consultant” for this example

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Describe the type of consultant for which you are searching. You will have 2 choices of “Must Have Expertise” and “Desirable Expertise”

Note that entering "must have" terms significantly restricts the search results.

Considering the consultant's areas of expertise, select any areas of expertise the consultant must have: (there are dozens of areas of expertise to choose from)

Then, select any areas that are desirable (dozens to choose from)

Then, add any additional keywords or description.

Also you may choose to specify the consultant's software or tool experience, the consultant's degrees, licenses or certifications, and the consultant's foreign language proficiencies.

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For this example let us choose the area of
“must have” expertise to be “Motors”

And the “desirable area” to be “Electro-
Mechanical”

And consultant’s software experience to be
“Excel”

Click on “Continue” at the bottom of the
page.

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The next page includes a summary of all the information you have provided for you to review before proceeding.

After verifying the information or making any changes, click on “Search”.

The profile(s) of the consultant(s) will appear on the next screen.

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For practice, here is the second example.

Go to <http://ieeusa.org>
then choose Consultant services under Career Navigator.
Next [IEEE-USA Consultants Database](#),
next [Consultant Finder](#), choose Yes,
enter the Zip Code as 60124, click on “Search by Zip Code”,
choose “don’t care”,
click on Consultant,
area of must have expertise is “Training”,
desirable area is “Training”,
and additional keywords are “Professional Engineers Exams” then
“search”.

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Why list with IEEE-USA?

Hiring managers tell us that they are more likely to hire IEEE members than random engineers. And IEEE members have reported to us that being in an online searchable database with other IEEE colleagues lends additional credibility to their skill, experience and background.

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Here is a third example. This time we will use the “Simple Search” option.

Go to <http://ieeeeusa.org>

then choose Consultant services under Career Navigator.

Next [IEEE-USA Consultants Database](#),

Under Clients, click on **Simple Search**,

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Under Keywords enter FMEAs

Under Technical Category enter Reliability
and Availability

Under View Listing choose “Up to 20
Listings Displayed at One Time”

Under Order Results choose “In order of
relevance to the search”

Click on Search

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How much does it cost and what do I get?

For \$79 a year,

1. you may post your professional consulting profile in the IEEE-USA Consultants Database.

If you sign-up between 7-14 November,

2. you will receive a complimentary download of the 2011 IEEE-USA Consultants Fee Survey Report (e-Book).
3. and you will also be included in the forthcoming AICN national affinity group membership. The annual membership fee is expected to increase from \$79 to \$99 next year.

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How do I sign up?

Sign up today to become a member of the IEEE-USA Consultants Database.

Go to <http://www.ieeeusa.org/business/consultants/>

To find the archived version of this webinar go to
<http://ieeeusa.org/careers/webinars>

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