

Inventors Society of South Florida

Inventare Maximus

Inventors Society of South Florida, PO Box 244306, Boynton Beach, FL 33424-4306

May 2004

Speaking and Listening Your Way to Success

Marvin Greenhut, 561-852-0619. Reprinted from *Inventor's Digest* Jan-Feb 1992

Your patent has been issued for some time. You paid all of your bills to your patent attorney or patent agent. You made some phone calls. You contacted a number of manufacturers. Nothing has happened. You put in all this time – maybe a year or two. You spent all that money. **WHAT DO YOU DO NOW?**

Let's examine where one can find financial success. Let's see if financial success is somewhere in your body. If a surgeon were to cut open your body, I guarantee you that he would not find success in there. So, where does this desirable and elusive reward come from?

It is my experienced opinion that it comes from your mouth. Use your ears to listen to the noises coming out of your mouth. Listen to those sounds that are otherwise known as the words you speak.

I say that the correct combination of the words you speak creates energy to have others repeat and speak what it is that you want them to speak to others about. (Please read this sentence two or three times to make sense.) Just as the correct, well-balanced combination of notes and words make up a hit song, the right combination of words you use to express your needs can create a financial hit.

Try to design the words you speak to achieve that pre-planned objective. Tell people about your vision, your dream. Tell them why your invention is needed and wanted. Tell them about the financial rewards you would gladly share with anyone who would help you find what it is that is missing for you to achieve your financial success. Create excitement in your speaking. Generate energy. But, above all else, have your goal or intention fully expressed before you finish your conversation!

Always invite participation in your speaking. Request...Request... Request...

- I need a _____.
- Will you help me get _____ ?
- Do you know someone who can _____ ?
- Can you help me meet _____ ?
- I need a partner who will invest _____.
- May I use your name when I _____ ?
- Will you introduce me to _____ ?
- Will you be my spokesman to _____ ?
- May I phone you Tuesday to _____ ?
- Will you call your cousin to _____ ?
- Will you be my partner in _____ ?
- May I call you to remind you to _____ ?

If the answer is no, no, no, then the rule I say to follow is: No...not you...then you! No...not you...then you! No...not you...then you! You move on to speak to the next person then on to the next person and so on and so on.

Believe me. God made lots of people in the world to speak to. I say the design of your speaking is where financial success lives.

Is our listening open to possibilities?



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SBA Expo '04

SBA Expo '04 in Orlando, FL, **May 19-21**. The jam packed 3-day program features educational sessions, networking and a Business Matchmaking event that provides a way for small business owners to secure one-on-one meetings with procurement officials from federal, state and local government orgs. To view the conference schedule and register online for the conference, visit www.sba.gov/50. ❖

Continued on page 2.

Mission Statement

To provide a forum that fosters creativity, freethinking and education that will help further our members' innovations.



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Only when you stop speaking to people do your intention and your patented invention disappear and die. When you say to yourself that you've run into a brick wall and reached a dead end, what you are really saying is that you have stopped speaking. You have stopped inviting participation. You have stopped requesting.

Of course if all we do is speak then we won't learn. When the time comes to stop talking and start listening, is our listening open to the possibilities? Consider the fact that it is virtually impossible for the ear to listen to anything new if we are already positional. In this context I made a valuable discovery in Webster's Ninth New Collegiate Dictionary. The following may prove to be the key to the listening habits of the most successful people in the world.

Webster's definition of the word "open," if practiced well, will alter your listening abilities and increase your chances for success.

Open means:

- Having no enclosing or confining barrier to what is being said.
- Being accessible – permitting passage,
- Allowing oneself to be exposed to knowledge,
- Being enterable – presenting no obstacle to passage or view,
- Available to follow or make use of,
- Not finally decided – subject to further consideration,
- Having a generous attitude and ready accessibility,
- Willing to hear and consider or accept,
- Being free from reserve or pretense.

The two keys to success: perseverance and energy in speech and open listening. Think about it... ❖

Who Can You Trust?

Abby Waters abbysideas@aol.com

I am inundated with questions about who the inventor can trust. I wish to answer this question by simply saying that pieces of paper and the people behind them are only as good as the people. The following list comes from many attorneys, as well as my own experience:

1. Ask for references of happy inventors or clients.
2. The business world does do business with strong pieces of paper that do not contain a lot of what is called white space. Short form agreements that are not comprehensive may harm you...not simple nondisclosures, but licensing deals.
3. Do background checks of the people you are dealing with, and look closely.
4. Shy away from people with too much success. If every product they handle succeeds why are they not basking on an island somewhere? Standard stats are 1 to 2% of inventions make it commercially, and 1 out of every 5 launches succeeds. There are exceptions.
5. Trust when a company tells you a product takes up to a year to bring to market and you may not see any royalties for more time than that.
6. Yes, some companies do advance money. The most money I have seen in all of my dealings is \$25,000. It is not realistic to have overnight success even with best intentions.
7. According to Richard Litman, an attorney, "There is no such thing as the patent police". Someone may be making the same product somewhere in the country on a small scale. Good luck in finding them. They probably aren't worth going after.

Continued on page 3.

8. Big company submissions scare most inventors. They are all pretty much boiler plate. If you want a big company to take a look, then sign their form.
9. Watch the body language of those with whom you are dealing; it is so revealing.
10. Claims....claims...claims...do **not** send companies claims on patent pending products. The claims section gives you the most clout and strength....think them through...seek advice from attorney and /or agent. When your patent issues or is published at 18 months it's there for all to see

I have found that the inventors experiencing the most success do a lot of the work themselves....researching companies, attending trade shows and knocking on doors. If you don't need partners and middlemen, all the better. I do recommend a great patent and prototype, as well as your belief in your own product. ❖

Success in Creating New Markets

- Identify problems that need solutions. Locate problems that have real potential as measured by the severity of the problem as specific users perceive it.
- Develop a new product for known prospects or improve a known product for unknown users.
- Concentrate your efforts on a specific opportunity; pursuing too many opportunities makes it harder for any effort to succeed.
- Ensure that your business team is cross-functional and that the leader crosses organizational boundaries to manage the effort.

Association of Bi-National Chambers of Commerce

In the tri-county area of Broward, Dade and Palm Beach, where one in three residents are foreign-born and where international trade is a mainstay, there is a boom in bi-national chambers of commerce -- organizations geared to business between the United States and another nation.

The association (ABiCC) brings together 40 organizations and their 10,000 members, which represent commerce and trade with more than 130 nations. The individual chambers in Florida vary widely in size, activity levels and scope. Most average about 100-150 members, with some as large as 400 people. Visit www.ABiCC.org.

ABiCC will organize this year's ABiCC World Business Week 2004 during the two weeks of Monday, May 3 to Friday, May 14. Under the framework and promotion set up by ABiCC, all the bi-national chambers of commerce that are members of ABiCC will be organizing and hosting a series of conferences, seminars, panel discussion, receptions, dinners, luncheons and tastings that will give an opportunity for the different international business communities in Florida to promote and exhibit the specialties of their respective countries, as well as inform and educate the public on the business opportunities that the various countries have to offer. The ABiCC World Business Week 2004 gives an excellent high-visibility platform in order to promote properly the events being organized by the individual chambers. It is a unique occasion for the public to network and talk to various influential decision makers from the different countries, and obtain first-hand information on investment and business opportunities, as well as information on trade regulations, procedures, etc. ❖

Technology Transfer and Licensing

Visit the Patent Café online (www.cafezine.com) for the following articles:

- "The Importance of a Comprehensive Trademark Search"
- "More Companies Buy/Sell Patent Licenses; Integrating Business and Legal Perspectives Crucial"
- "Licensing Your Invention"
- "Three Awful Truths About Earning Money with Your Million Dollar Idea"
- "Strategic Pricing for Intellectual Property" ❖

Membership

The Inventors Society of South Florida membership application form is available online at <http://www.inventorssociety.net/appform.pdf>.

Members are entitled to all that is offered by the ISSF: events, meetings, contests, prizes, awards, nominations, and networking. Members also benefit from a monthly newsletter, full of important information, tips, publications, internet sites and outside expositions.

Membership is the primary source of funds to the ISSF, without which, it is difficult if not impossible to hold meetings, send newsletters, hold special events, and maintain an Internet presence.

During each General Meeting in Deerfield Beach, time permitting, a panel of experts will address questions pertaining to patenting, prototyping, and commercializing. This panel was formed to assist members in taking it to the next step in the inventing process. The panel may include:

Alvin Blum, Registered Patent Agent
John Fulton, Patent Attorney
Freddy Lee, Prototyping Expert
Bob Levy, Product Designer
Howard and Paula Silken, Commercialization Experts ❖



Newsletter Submissions

If you have something you'd like to see in the newsletter, please discuss with or send it to cever@earthlink.net. If it is something that has to be copied, please send the original or a high quality copy. If you need the original document returned, please note this in the submission package.

Please remember that the newsletter is black print only. Submissions that have color (especially over text, i.e. words in a colored box) may not be usable. Try to keep submissions simple and basic. ❖

ISSF Member Meetings

The General Meeting of the ISSF is at 1:30 pm on the **first** Saturday of each month at:

Ligi Tool & Engineering, Inc.
3220 SW 15th St
Deerfield Beach, FL 33442
877-523-6693
www.ligitool.com

From the Florida Turnpike Exit at Sample Rd, Exit 69; turn right on Sample Rd (East); left on Powerline Rd; and right on SW 15th St (pass the first stoplight on Powerline Rd, look for two cement towers and the **Enterprise Center** sign).

From I-95 Southbound Exit at SW 10th St, Exit 40; turn right on SW 10th St (West); left on Powerline Road; left on SW 15th St (look for two cement towers and the **Enterprise Center** sign).

From I-95 Northbound: Exit at Sample Rd; turn left on Sample Rd (West); right on Powerline Rd; and right on SW 15th St (pass the first stoplight on Powerline Rd, look for two cement towers and the **Enterprise Center** sign).

Contact
Howard Silken 561-496-1140
silkhandp@aol.com



The General Meeting is located at
Ligi Tool

President's Corner



Did you seize the moment? Members not in attendance last meeting may have missed a great opportunity to hear **Marvin Greenhut**, a successful inventor, a Past President of the Inventors Club and a dynamic speaker share his success story. For the members who were in attendance, who did not take the opportunity to take Mr. Greenhut's offer to stay around after the meeting and answer questions or help others – when will you get another chance?

Thanks to all for your vote of confidence as your new president. Without knowing what your individual needs are, it will almost be impossible to provide you with the resources you need, steer you in the right direction and get you on-track as quickly as possible. For members who are afraid to fill out the survey, you will notice that there are no questions asking you to disclose your idea or invention. You need to learn to say a lot (about what you want) without saying a lot (about what your invention or idea is if it is not protected).

Every meeting should give you some bit of new information that helps you move towards your goal. You need to take good notes, listen carefully, ask for explanations or clarifications and be meeting other inventors to properly network. We only meet once per month and there are approximately 30 days in between that you need to be working on your million-dollar idea.

Your goal is to get all the right information you need, understand it properly, structure it correctly and efficiently, and then go for it! Get all those ducks lined up, please! **Our mission** is to help you reduce or avoid costly mistakes through education, available resources, encouragement and an interactive environment of inventors who can network and help each other get to their goals.

As inventors, we see very little of each others inventions except at the annual expos, and then, only those of exhibitors. If your idea is protected and you have a model or prototype, why not take it to meetings – show it – get feedback – get identified with your product. Someone may just know someone, who knows someone.....

Help me help you – see you at the next dynamic meeting!

Bob "leave it to" Levy

News from Cathy's Desk

The Inventors Society of South Florida is now included in the networking list found at <http://www.valjennings.com/network.htm>. Please be aware that this list includes every Chamber of Commerce in South Florida, as well as numerous other organizations for networking. Also, be aware that Val Jennings offers a list of business savvy workshops at www.valjennings.com/savvysaturdays.htm.

I wish to thank **Eva Thomas** for taking the time to acquire information of interest to the inventors, such as companies seeking inventions and invention contests. Much of this information appeared in the April newsletter. Also, I wish to thank **Karl Smith** for offering his experience about being the first to invent, which appeared in the April newsletter.

Member participation in the newsletter and web site content is crucial. Please email me (cever@earthlink.net) with your experiences, useful links, and other information of value to inventors. Be aware that the newsletter and web site are valued by persons outside the society. For example, **Carol Oldenburg** of UIAUSA read last month's article by John Rizvi and requested to reprint it for her readers. Mr. Rizvi granted permission for use, so I sent the article to Ms. Oldenburg for reprinting in the UIAUSA newsletter.

Please use the web site and newsletter as networking tools. Please comment on the usefulness of the web site and newsletter to the board members (and me via email). We need to know what helps you and what we need to improve. The membership fees help pay for these networking tools. If you have a question about some aspect of the invention process, business resources or marketing, ISSF can help you. Since I do the research for the newsletter and web site, write me (cever@earthlink.net) with a topic of interest. Currently, the content reflects what I think the inventors want with sufficient variety to give every reader something useful. ❖

1999 Inventors Protection Act

Abby Waters abbysideas@aol.com

Please familiarize yourselves with the 1999 inventors protection act. This is something I implore you to do **before** dealing with marketing companies and filing patents. Two important points to keep in mind are:

1. Your patent pending application will be published at 18 months unless you fill out a specific form requesting it not to be published
2. Companies need to disclose their track record at the time of signing marketing agreements. **ASK!**

Remember, I hold patents myself. I am for the inventor and their rights. Good luck with your inventions. ❖

Free Patent Information

If you do not use a computer at home to search the Internet, please visit your library and check out www.FreePatentInfo.com for the following articles:

- "How To Protect Your Idea"
- "Find The Profit Potential Of Your Invention" (how to make money)
- "Has Your Idea Already Been Invented?" (how to patent)
- "The Cost And Timeline Of The Patent Process" (applying for a patent)
- "Is Your Idea Patentable?"
- "Should You File For A Patent?"
- "The One Sentence, At The Very End Of Your Patent, That Could Be Worth Millions Of Dollars"
- "Set Up A Free Confidential Consultation With A Registered Patent Attorney"
- "Will Your Invention Make Money?" ❖

Invention Showcase News

Invention Showcase has recently partnered with the National Mail Order Association (NMOA) to give you even more exposure for your invention! They now offer invention ad placements within the National Mail Order Associations Invention Showcase web site. Cost is only \$240.00 per year (normally \$365). For details, visit <http://inventionshowcase.com/nmoa.htm>

Look for their advice on how to improve your chances of getting your invention on TV and how to best present yourself and your invention when you do get on television in the current issue of Inventors Digest magazine. This is a three part article. (This emailed information dated 3/31/2004.)

Invention Showcase has added a number of new inventor services including national Press Release distribution for only \$245 each.

As always, you can have your invention listed on Invention Showcase for only \$25 per month. For details visit www.inventionshowcase.com or call toll free 800.856.9025. ❖

Hardware Product Sought

Richard M. Harrington has a client looking for a hardware product to add to their product line. If you have anything in this category, please send email to rharrington@harringtonpdc.com and he'll execute a CDA or NDA, and take it from there. Patent Pending status is preferred. Or, contact him at Harrington Product Development Center, "Your partner in product development solutions", 1756 Tennessee Ave., Cincinnati, Ohio 45229-1202; Phone: 513.482.4702; Fax: 513.482.4709; <http://www.harringtonpdc.com> ❖

ISSF Speakers in Miami

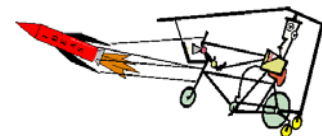
When the ISSF offers a second speaker, it is at 1:00 pm on the **third** Saturday of each month at:

N. Miami Beach Public Library
1601 NE 164th St
North Miami Beach, FL

From I-95 Northbound: Exit at NW 167th St, Exit 17, turn right on NW 167th St (East); Pass 163rd Street Mall and turn left on NE 16th Ave one block to NE 164th St. The library is straight ahead through the stoplight.

From I-95 Southbound: Exit at Miami Gardens Dr (N.E. 183rd St); Straight through stoplight onto NE 6th Ave; left on NE 167th St (East); Pass 163rd Street Mall and turn left on NE 16 Ave one block to NE 164th St. The library is straight ahead through stoplight.

Contact: Bob Levy at 305-893-5989 or 305-205-2884 cell or email boblevy@bellsouth.net ❖



IP Watchdog Online

IPWatchdog.com is a source for Intellectual Property, Internet and Antitrust Law. It includes case summaries, obscure patents, and links for inventors. You can ask a question via email and visit their law libraries on line. ❖

AMA Online Library

The American Management Association at www.amanet.org provides email subscribers with valuable, in-depth information on management and business topics. ❖

AIPLA Assists Inventors

Visit www.aipla.org to get your copy of "How to Protect and Benefit From Your Ideas". Additional copies may be purchased from: AIPLA, 2001 Jefferson Davis Highway, Suite 203, Arlington, VA 22202-3694. Call 703-405-0780. ❖

Innovative Thinker Award

Nominate your favorite innovative thinker for the \$50,000 Frank Annunzio Award. Call 315-258-0090 for an application form. ❖

Internet Resources

<http://www.m-w.com/>
"The Language Center" from Merriam-Webster OnLine.

<http://www.thesaurus.com/>
Roget's Thesaurus.

<http://www.refdesk.com/>
"My Virtual Reference Desk" is a deep addition to a cyber reference library.

<http://www.lii.org>
The librarians index to the internet. Stocked with scores of categories and search information. Clear & useful.

<http://www.columbia.edu/acis/bartleby/bartlett/>
From orators to thinkers, Newton to Shakespeare, Bartlett's Familiar Quotations searches by topic or word.

<http://superpages.gte.net/>
Use GTE Corporation's "SuperPages" directory to find biz listings nationwide.

<http://www.anywho.com>
Ditch the phonebook and find a person or business tel # or address online.

<http://www.google.com>
Simply the most simple search engine online. Few ads. Quick response times.

<http://www.metacrawler.com>
It searches multiple engines to dig up info for the user.

<http://www.dogpile.com/>
Search multiple engines like Yahoo or Lycos, and get a comprehensive listing. Mark "Usenet" in your query to broaden your search.

<http://www.hotbot.com/>
This search engine searches for URLs, email addresses, news sites, Usenet groups for info on media, culture and entertainment.

<http://www.internets.com/>
Compiles info from hundreds on an eclectic array of topics. Also a large collection of links to on-line databases.

<http://www.internet.org/>
Search to see if a specific Web site is registered to another user (even if it doesn't come up as part of an Internet site search). ❖

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NEXT MONTH'S FEATURE ARTICLE

"Killing the Geese Who Lay our Golden Eggs"

by **Howard Silken,**

an independent inventor and president of H&P INNOVATORS Inc.

Q/A from AskTheInventor.com

If I license my invention, how much royalty can I expect to get? The percentage of royalty paid to an inventor varies. The most common percentage is 5%. That is not a hard and fast rule, however. Some royalty rates can be as low as 1-2% or as high as 15-20%. It all depends on the item and the industry. It also depends on the size of the manufacturer. Generally, the larger the manufacturer (with market saturating coverage) the lower the percentage of royalty paid to independent inventors. Often the inventor ends up with about the same amount of money if he/she goes with a smaller manufacturer and a higher percentage rate vs. a larger manufacturer with a lower percentage rate. It is a personal decision for the inventor to make. ❖

PPA Offer from Harpman & Harpman

In cooperation with **Ask the Inventors!**, Harpman & Harpman of Youngstown, OH has agreed to make the following offer:

They will write provisional patent applications for Ask the Inventors! referrals for a flat fee of \$500 plus government filing fees. This rate is based on utilizing the client's drawings for all but electrical and chemical cases (which would be quoted independently). If the clients drawings are not (enabling) they could prepare "informal" drawings for an additional fee. If you are interested in pursuing this opportunity to get a PPA for an incredibly low price please contact Rich Harpman (330-758-7505). You may also visit their website at www.Harpat.com. Ask the Inventors! receives no compensation of any kind for this referral. They offer it simply in an effort to help you.

Feel free to visit www.asktheinventors.com/faq.htm and peruse dozens of Q/As, such as where to find funding for your invention. They identify www.uiausa.com/ConnectionPage.htm#funding as a good place to start, and advise checking out the funding source before agreeing to anything. Visit www.asktheinventors.com/scammed.htm to learn what questions to ask any promotional, marketing or licensing company wanting to help you...and hints to the right answers that you request in writing from them. ❖

Editorial Placement Is Affordable Marketing

Todd Brabender, Spread The News Public Relations, Inc.; (785) 842-8909; todd@spreadthenewspr.com; <http://www.spreadthenewspr.com>. Visit www.cafezine.com to find other informative PR articles by Todd.

Editorial placements occur from publicity efforts everyday in the media: product profiles, feature articles and contributed by-lined articles in magazines, newspapers, trade industry newsletters or on TV/radio/cable newscasts & shows.

This editorial placement is "media notification" of a product, business or industry expert. So, notify the appropriate media that your newsworthy product is on the market or your business is offering a unique new service and let them run a feature placement that will spread that message to your consumer market. These placements can detail your product or business effectively, giving consumers some objective, pertinent information that may well entice them to become future customers.

A positive editorial placement such as a product profile in a magazine or a newspaper can be much more persuasive than a glossy, over-hyped advertisement - and a fraction of the cost. Editorial placements are a wonderfully reciprocal way for you and the media to work together for the betterment of your business. The media needs to fill its pages and airtime with interesting information -- and you need to notify your market.

Research the media market to find those media outlets and editorial contacts with which you can forge that mutually beneficial relationship. Make sure your media message is solid, contains newsworthy angles and isn't disguised as overly commercialized ad copy. Have high-quality photos and media samples available and do all you can to make the media's job of featuring your product as simple as possible.



Free Information

www.Product-Coach.com offers free tips, articles, and links on inventing, patents, prototyping, marketing, and more. ❖

MN Inventors Congress

Visit <http://uiausa.org/ComingEvents.htm> for details of this event coming June 11-13. ❖

2004 B2B Media Guide

Reach the Media and Get your News in the News with the Business-to-Business Media Guide! Visit www.profit-strategies.com/ or call (561) 272-8004.

At your fingertips is contact information for more than 250 business topics and the reporters who cover these topics for the leading business newspapers and magazines in South Florida! Get a head start on coming stories by reviewing the editorial calendar listings for 2003! Radio and TV contacts are also included. ❖

Free Inventor Postings

The deadline for "FREE" posting to the 1000Inventions Website has been extended to July 31, 2004. The President of International Federation of Inventor Associations (IFIA), Dr. Farag Moussa, is always ready to assist the inventors in better presenting their inventions. For details see <http://www.1000inventions.com/> ❖

Local Radio Show

Tune in to **The Entrepreneur Hour™ Radio Show**, hosted by Suzanne Mulvehill, MBA Mondays Noon - 1:00 PM at WBZT 1230 on the AM dial. Recent shows include "Making It as a Home-Based Business" and "The Power of Inspiration" where guests discuss the transition into entrepreneurship. ❖

QVC Launching Search

QVC is launching another search for new products and this year it's a 4-city tour. QVC reps will be in Las Vegas on April 2nd, Atlanta on April 13th, Chicago on April 15th, and at QVC headquarters in West Chester, PA on April 23rd. For more information visit www.qvcproductsearch.com. ❖

*Creativity is
inventing,
experimenting,
growing, taking
risks, breaking rules,
making mistakes,
and having fun.*

- May Lou Cook

*LIGI Tool
&
Engineering*
presents
marketing guru

Craig Garber

Words That Sell

1:30 PM May 1, 2004

Visit us at:

InventorsSociety.net

For any comments about the content of this newsletter email cever@earthlink.net. Please tell us how the newsletter and web site have helped you.

I have an Idea for an Invention!! What do I do Now?

Howard Silken silkhandp@aol.com

Two years ago the Inventors Society of South Florida assigned two long-time members to write monthly articles for the newsletter, starting with "Getting an Idea for an Invention" and ending with "Making Money on your Invention." Every member, new or old, found something they were not aware of in the articles.

The reactions were beyond ISSF Board's expectations, so they decided to print all the articles in book form, adding the very important record book and other helpful information. The chapters, presented in a chronology of the inventing and patenting process, are loaded with useful information:

1. YOU AND YOUR IDEA. Just an idea cannot be an invention.
2. THE SEARCH. To find out if your invention is unique.
3. WHO YOU CAN TALK TO and who you should not talk to.
4. THE RECORD BOOK and its importance.
5. PATENT PENDING. What it means and how do you get one.
6. PROTOTYPES. All kinds of hints.
7. THE PATENT ITSELF
8. PATENT ATTORNEYS AND AGENTS. What is the difference?
9. EXAMINERS. Who they are and how they can help you.
10. MONEY. What things cost and how not to be scammed.
11. MARKETING YOUR INVENTION. Lots of help. Free promotion.
12. UNEXPECTED PROBLEMS. Road blocks (mostly people).

The book "I Have an Idea For an Invention! What do I Do Now?" by Howard & Paula Silken, illustrated by Robert Levy (ISBN 0-9724422-0-0) is available for a donation (no tax) to ISSF for \$20.00. (\$13.50 of this is tax deductible.) The donation goes to our education fund. The book can be purchased at Barnes & Noble for \$24.95, plus tax. ❖

DOE Inventions & Innovations

Inventions & Innovation (I&I), within the U.S. Department of Energy, recently launched its redesigned Web site <http://www.eere.energy.gov/inventions>. The new site features an enhanced interactive format and updated information about I&I technologies, partners, funding opportunities, and resources. One improvement is the Pre-Application Self-Assessment Tool, which walks potential grantees through a brief questionnaire and features a schedule of Announcements of Funding Opportunities and links to open announcements. ❖

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