

Inventors Society of South Florida

Inventare Maximus

July 2005

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

Art Exchange Offers Free Advertising to ISSF Members

A new website brings artistically talented individuals together at one central location for the specific purpose of showcasing their respective talents to consumers on a worldwide basis. ATalentSearch.com is a labor of love conceived to give the world the opportunity to find music, books, art, models, actors, inventions, videos and other artistic expression they would otherwise never see nor hear. Also, ATalentSearch.com will help members promote, market and sell their product through affiliates.

Current ISSF members have the opportunity to gain FREE advertising for their inventions through this website. According to ISSF member **Lydia Woods**, this offer has a limited time of availability. Please read the following letter and visit the website cited.

Dear George and Lydia,

Please review the site, as it is being developed. It is now on someone's server...<http://ats.cattledriver.com/site/ats>. We are now doing the spell-check and grammar. This week and next, I am getting on members we now have including you; plus, we will be filming the "talking heads" and placing them on many pages. I will be looking to do a talking head of you and the TarpKlip®. We will then be doing a focus group, making any changes and the opening. We will be doing a soft opening making sure all the kinks are worked out, then our big grand opening.

Our major grand opening to be held most likely in early fall...

- At a major night club
- Hosted by Deco Drive and some staff members
- 8-13 week advertising campaign to follow on Deco Drive, Inside Edition, MTV, BET, Channel 33, Channel 39, billboard on I-95, movie theatre screens and our own shows on Internet television.

As you read over and review ATalentSearch.com, you will see our mission is to help the creative people and use them in marketing and advertising our web site portal.

After reviewing all materials and site with George, please call with any questions.

Yours always,
Maureen Kelly

Take this opportunity to become a member of ATalentSearch.com. You will need a bio or information paragraph, general facts about yourself or your product, a picture or image of yourself and/or product, and the URL of your web site, if you have one. Be sure to read their Tips & Tricks regarding your information submission.

Lydia Woods will be at the July 2nd ISSF meeting to respond to inquiries about this opportunity. For those who cannot attend, please call Lydia at 954-971-6511. ❖

Angel Investors Q/A

Marianne Hudson, Angel Capital Association, Kauffman Foundation, 4801 Rockhill Rd, Kansas City, MO 64110

Angel Capital Association (ACA) is a professional association of angel investment groups that facilitates the sharing of best practices among investment organizations.

ACA does not review business plans or provide financing to companies and cannot

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Inventors Society of South Florida

presents

Cathy VerSchneider

**Invent-to-Market
Process**

July 2nd at 1:30 pm

Mission Statement

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



Officers

President: Bob Levy
Vice President: John Fulton, Jr.
Secretary: Joanna Zaremba
Treasurer: Lucy Pettersen
Founding President: Robert White

Directors

Alvin Blum, Howard Silken and
Richard Loughlin

Membership and Education:
Howard & Paula Silken

Member Liaison: Joanna
Zaremba

Public Relations: Carmella
Morris

Publicity: Bill Seymour

Good Will Ambassador:
Paula Silken

Contacts

Bob Levy in Miami
305-205-2884

Richard Loughlin in Stuart
772-287-2224

Howard and Paula Silken in
Delray Beach
561-496-1140

Joanna Zaremba in Broward Co.
954-486-2426

John Fulton in Miami
305-751-5450

introduce you or your business to an angel group or other investor. However, they have a directory of angel groups in the US and Canada with links to each group's website. Entrepreneurs are welcome to review the directory to learn about the investment interests and processes of these organizations.

What is an angel investor?

An angel is a high net-worth individual who invests his or her own money in start-up companies in exchange for an equity share of the businesses. ACA and the Kauffman Foundation recommend that entrepreneurs work with investors who are "accredited" investors (who meet requirements of the Securities and Exchange Commission) and who can add value to the company via high quality mentoring and advice. Other important things to know about angels include:

- Many are former entrepreneurs themselves.
- They make investments in order to gain a return on their money, to participate in the entrepreneurial process, and often to "give back" to their communities by catalyzing economic growth.
- Angels make a return on their investment when the entrepreneur successfully grows the business and exits it, generally through a sale or merger.
- It is estimated that angels invested \$24 billion in 55,000 start-up businesses in 2004 (Source: Center for Venture Research).
- Angels tend to invest in companies that are located near them.

What are angel groups?

In an angel group, individual angels join with other angels to invest collectively in entrepreneurial firms. Angel organizations come in many forms, but all have certain characteristics:

- They meet regularly to review business proposals.
- Selected entrepreneurs make presentations to the membership of the group.
- Member angels decide whether to invest in the presenting business.
- Angels work together to conduct "due diligence" to validate the plans, statements and history of the entrepreneurial team.

Other points of interest about angel groups are:

- The size of angel group investments in entrepreneurial firms varies widely. A survey of ACA member groups found that the median investment per round in 2003 was about \$375,000.
- Groups invest in innovative firms in a range of industries. The most common areas are software, medical devices, telecommunications, and manufacturing.

While some groups focus on a specific industry area, most are open to a variety of areas, and select those markets with which some of their members have expertise.

How do I find an angel group?

- Find an angel group in your region, visit www.angelcapitalassociation.org and click Directory. Click through to individual angel group websites to learn about their investment interests and processes.
- Because some angels and angel groups are more likely to invest in firms that are recommended by people they know and trust, it is important to network in your community to gain a referral. Examples of people to contact include: entrepreneurs who are backed by angels or venture capitalists, attorneys who specialize in equity investment bankers, accountants and business counselors.

Are there other information resources?

- *Angel Investing: Matching Start-up Funds with Start-up Companies (Guide for Entrepreneurs, Individual Investors and Venture Capitalists)*, by Mark Van Osnabrugge and Robert Robinson. Published in 2000 by Josey-Bass. ISBN number: 0-7879-5202-8.
- *Every Business Needs and Angel: Getting the Money You Need to Make Your Business Grow*, by John May and Cal Simmons. Published in 2001 by Crown Publishing Group. ISBN number: 0-609-60778-2

Additional book recommendations may be found under the [Resources/Books](#) section of our Web site:

- [Angel Investor News \(www.angel-investor-news.com\)](#) – Includes background on angel investing and has an entire section on preparing business plans and presentations.
- [Inc Magazine \(www.inc.com/guides/finance/24011.html\)](#) – Articles and practical advice for entrepreneurs interesting in obtaining angel funding.
- [National Association of Investment Companies \(www.naicvc.com/teampublish/general/156_667_2419.CFM\)](#) – An association of venture capital firms that invest in minority owned firms offers special insights.
- [Small Business Administration \(www.sba.gov/starting_business/index.html\)](#) – A good introduction to starting a business and writing your business plan.
- [The Business Mentor \(www.fasttrac.org/businessmentor\)](#) – The entrepreneur's business planning advisor on CD-ROM. ❖

Featured Member: Ken Eddowes

Ken Eddowes, ALPHA Copiers, 380 Lehigh Road, WPB, FL 33405; email thecopyken@yahoo.com

In 1960, before I had even one day of electrical education, from scrounged materials, I built a working linear electric motor. Hooked to an automobile battery, it propelled an iron projectile as much as 20 feet. I didn't think of it as inventing; I was just playing around. I guess I had too much time on my hands. I came darned near blowing up the house, too!

Thirty-five years ago after an impressive ride in an electric bus in Milwaukee, I started planning and scheming my very high efficiency electric hybrid car. Now, just about all the features I dreamed up long ago have been incorporated into the many hybrid cars already motoring around the nation today. However, the car isn't my only invention. I say very proudly and truthfully that everything I've attempted to build has worked exactly as planned I am in desperate need of partner(s) to provide the necessary funding to get these inventions out of my mind, manufactured, and on a store shelf. I have:

- An idea for a drinking water treatment product. This is a very popular field. This product would offer a price cheaper than PūR®, BRITA® and similar items. Along with the price advantage, the consumer has greater control of the product.
- A marketing plan with enormous potential, not millions but multi-billions. It would take a big bankroll to launch – high profile.
- A better means of manufacturing auto air conditioning requiring 90% less Freon® (any refrigerant). One advantage is less environmental damage in collisions/failures. Another advantage is that many AC repairs could be done by 'shade tree' mechanics, eliminating a large amount of the expensive, sophisticated, specialized equipment currently needed for auto AC.

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Membership

The Inventors Society of South Florida membership application form is available online at 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 issf_cathy@yahoo.com. 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
Bob Levy at 305-893-5989 or 305-205-2884 cell or email boblevysr@netzero.com



The General Meeting is located at

Ligi Tool

President's Corner



What a great meeting we had on June 4th. During introductions the audience offered tips, experience, and warnings. People cited the meetings and newsletter for the valuable information! The audience included many new faces.

SCORE's Chapter 235 Chair, **Phyllis Schwartz**, spoke about business plans, legal requirements, limited liability corporations (LLC) and the many SCORE features to help inventors. Phyllis answered questions from the audience and provided SCORE handouts. Two attendees (one is an instructor) identified Palo Alto software (www.bplans.com) as the best place to learn about and create your business plan. Developing a business plan is the smart way to succeed with an invention because it forces you to evaluate competition, market niche, product pricing, product features and other factors that must be addressed in the development effort. Why would anyone invent a widget without determining if it is marketable?

The Board hopes that the membership will enjoy the new article series "Featured Member" beginning in this newsletter. Since the ISSF exists for the benefit of its members, the newsletter shares member-provided information for the purpose of helping the person further inventing interests. With this in mind, a member recently asked why the man who captures the ISSF meetings on film introduces himself as a frustrated inventor. Please read about the inventive Ken Eddowes and help tackle his frustration.

August is **National Inventor's Month**. Libraries are a great place to showcase your invention to the public, with thousands of people passing through the library entrance each day. Mark your calendar for the next local Inventor's Expo to be held at the North Miami Beach Library on August 6, 2005. Remember, selling and picture-taking are not allowed. Be sure to have presentation materials, master a 30-second commercial for your product, and offer freebies such as a brochure or business card. You never know who the library visitor accesses in the business world you are trying to enter!

Bob Levy

American Marketing Association

The AMA's website, www.MarketingPower.com, supplies marketing professionals and AMA members with the information, products and services required to succeed in their jobs and careers. Use the site to:

- Enhance your marketing skills through an extensive series of Best Practices articles and Webcasts.
- Tap into ROI (return-on-investment) enhancing tools through the Practitioner Resources.
- Track trends in the marketing profession through a variety of AMA member publications. Subscribe to a complimentary Personalized Newsletter and the AMA members-only *Marketing Matters* newsletter.
- Keep networking skills up-to-date by searching the AMA Member Roster, an exclusive AMA member benefit.
- Enhance marketing knowledge through Events for every field, interest and level.
- Post company information or search for marketing services suppliers in the *M Guide*, the AMA's Marketing Services Directory. ❖

News from Cathy's Desk

Networking is an important feature of the monthly meeting!

One inventor told me at length about his recent trade show experience. Fortunately for him, he reviewed the details of the tradeshow to learn that government organizations were on hand to discuss their product safety requirements and give demonstrations. While we each know intuitively that imported products are subject to random safety testing before acceptance into the USA, we really do not think about it. How many inventors consider applicable safety requirements when designing their products? Make an effort to visit government web sites that have oversight for your product category. Start with www.cpsc.gov or use search words that include your product category with 'product safety'.

Another inventor shared a recent experience with an invention promotion company. The company's website tells the reader that the inventor does not pay a fee upfront. Instead, the company negotiates an agreement that establishes project terms, invests their resources, and deploys their development and qualification process. The reader learns that, should the project fail to survive the commercialization process at any point, the inventor retains control of the invention's future. In conversation with a company representative, the inventor learned that he has to sign away his rights to his invention forever before the company will even consider looking at it. Furthermore, the company would not sign any confidentiality or non-disclosure agreements because it would restrict their sales efforts. Taking the conversation a bit further, the inventor received canned answers that were evasive, such as the company has venture capital connections nearby. Since the invention promotion company has only been in business for six months, they have no track record to check.

I spent a few minutes searching for the four people behind the website, and found nothing. I searched the BBB of Colorado and found nothing on the company. I noted that the bios did not identify these people as long-time residents of Colorado. One had a career in Texas and another was with Bell Atlantic. More research is required to learn about their track records in other states. The disparity between the website content and the company's Relationship Director triggered my red flag.

The July meeting will feature me speaking about the invent-to-market process. Members will see a slideshow of inventor presentations to demonstrate the variety of methods for informing the public about a product. Handouts will be available, including sample survey questions, how to research any company, a list of resources to keep inventors informed, and more!

Two copies of the *Inventors Survival Guide* will be given away by drawing at the door. This 60-page guide is the short form and hard facts about the process inventors experience to achieve financial gain. With high profile guest writers on everything from agreements to warning signs, the writers sought advice from the best and offer their own. Information includes web sites, business partners, marketing tips, professional insights, free online newsletters, searchable databases, and much more!

You will save time, protect your assets and make money with the help of the *Inventors Survival Guide*. This eye-opening guide details the invent-to-market process and provides necessary research resources in one place. It is a great resource for novice and seasoned inventors, as well as entrepreneurs with or without inventions! ❖

Bureau of Labor Statistics

Visit <http://stats.bls.gov> for statistics on business costs, consumer expenditures, safety and health, international comparisons of productivity, import/export prices and producer price indexes. ❖

InventorEd.org

Visit www.inventored.org/caution/list to learn inventor Ron Riley's eight reasons for caution in using invention promotion firms. Also, find the following links:

- WatchList – companies that merit considerable caution
- Extreme Caution List – companies that have been the subject of government action
- ISC List – known associates of Invention Submission Corporation. ❖

Your Credit Rating

Your personal credit rating has an important impact on you and your business, so you'll want to know about a new federal law which entitles you to one free credit report from the three nationwide credit-reporting agencies each year. To request your free credit report and learn more about this program, check the website, www.AnnualCreditReport.com, or phone 1-877-322-8228. ❖



Ripoff Companies

Visit www.ripoffreport.com and use the search feature to learn if a prospective product or service provider has a good track record with its customers. ❖

PPA

Find the article, *A Provisional Application – An Important Tool in the Right Hands*, by Ian Cockburn at www.wipo.int/sme/en/documents/prov_application.htm. The article looks at the advantages of using the provisional application, in the context of the United States of America, and explains how a provisional application differs from a patent application. ❖

Consumer Reports

Consumers Union, publisher of *Consumer Reports* is a non-profit consumer advocacy group with over 50 years of product testing. Visit www.consumerreports.org and check out the Recalls page. ❖

Inventors Handbook

Peter Bissell and Graham Barker provide step-by-step guidance to the process of invention and innovation in the *NESTA Inventors' Handbook*. It also provides tips on developing an idea into a real product, an overview of protecting intellectual property, and advice on ways to get an idea into the commercial world - from license deals to making and selling a product yourself. Find the handbook at http://www.nesta.org.uk/howtoapply/inventorshandbook/ii_handbook1.html. ❖

Products Wanted

Visit www.inventioncity.com and www.inventorfraud.com/goodguys.htm for lists of companies seeking products. ❖

Inventor Surveys

Find survey questions to use and modify for your target customers at www.inventioncity.com/print_survey.htm, www.selfsurveys.com/307, www.questionpro.com and www.createsurvey.com. ❖

Partners in Innovation

Visit www.dialcorp.com/ and click Partners In Innovation on the right side of the screen to learn about an opportunity for inventors to submit patented or patent-pending products in the following categories:

- Personal care products and devices
- Laundry cleaners or additives
- Home air treatment products or devices
- Auto air treatment products or devices
- Carpet and upholstery treatments
- Household surface treatment or cleaning products
- Auto surface treatment or cleaning products
- Pet odor eliminators
- Novel packaging and dispensing systems
- Devices that simplify or enhance the cleaning or home freshening process. ❖

IP Pendulum

Visit www.mondaq.co.uk and search on Stuart K. Meyer to find his article *IP Pendulum Swings from Weak to Strong Protection* (United States). ❖

Advertiser's Corner



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Patent Agent



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Visit www.designnews.com/article/CA603744.html to read *Six Easy Steps to Highly Effective Patent Searching* written by patent attorney **Craig Fieschko**. He starts with the basics of patent searching and offers his six steps for patent mining.

All patents and patent applications are assigned "class numbers" by the USPTO codes that classify the patent or application into one or more very particular fields of technology, similar to the Dewey Decimal System. If you can identify the classes of your idea of interest, and then use the USPTO search engines to search documents in these classes, you'll often find relevant documents much faster. To identify U.S. classes, access the *Manual of U.S. Patent Classification* at www.uspto.gov/web/patents/classification/.

How do you get to the class numbers? Identify a few starting patents that have a strong relevance using the field search. Find the upstream patents under References Cited. Find the downstream patents under the Referenced By link. Iterate to build the patent family tree. Identify common classes. ❖



(Continued from page 3)

- A gear box for lawn tractors or cars which would automatically provide higher torque when it was needed and then would turn as a solid piece of metal when the added torque is no longer needed. It has no fluid or electrical inputs, just non-slip additional torque when needed and straight through the rest of the time. It is extremely simple and sealed full of lubricant.
- There is a process, which if used in the manufacture of synthetic fibers, would make the synthetic fibers more closely mimic natural fibers.
- A new pet leash product offering advantages over currently sold leashes. I can't get more detailed that that without giving it away.
- An automobile accessory, lubricant related, offering obvious advantages – to look at is to say 'Why didn't I think of that'.
- An improvement to rope start small engines reducing the force required to pull the rope.

My copier business has been largely wiped out by the 'Super Stores'. I don't have the money for ordinary expenses and certainly not for patent costs. I will be very flexible in partnership arrangements. I learned a lot in the last ten years of inventor involvement. I attended five regional and national conferences. I learned a lot, but not how to do any of it with no money. The number one product requirement is broad appeal. The niftiest gadget in the world that sells to very few buyers is of no use. You would never recover R&D expenditures. All my inventions pass the broad appeal test. The auto air conditioning improvement might actually be mandated by law once the environmental advantages come to light, but the manufacturer of Freon won't like it.

I'm available virtually any time for discussions. Absolutely all of my inventions are quite simple; no rocket science. Each can be fully described on one side on one sheet of letter-size paper. Each is very simple and basic like a paper clip.

I'm a qualified electrician having made my living as an electrician for ten years. I even taught electricity in the US Naval Reserve. I have been in the copier/office machine business for over thirty years. I'm also a passable photographer.

(Cathy's Note: ISSF Members, please email your information to issf_cathy@yahoo.com to be the next *Featured Member* in the newsletter! This is an opportunity to network outside the monthly meeting, share your experience and gain from the experience of others.) ❖

Angel Investing 101 Panel Discussion

The **Gold Coast Venture Forum** (GCVF) is presenting a discussion on **June 29th** from 5:15 PM to 8:30 PM at the Muvico Palace Theatres (Premier Theatre Entrance), 3200 Airport Road, Boca Raton, FL 33431. Member reservations cost \$35; non-member \$60; \$5 additional at the door if no reservation. The agenda: 5:15 PM networking; 6:15 PM self-introductions & dinner; 7:15 PM mini-presentation of the Gold Coast Venture Forum; 7:45 PM panel discussion.

This annual program will help entrepreneurs better understand the increasing role of Angel Investing and the rising impact of Angel Investors in early stage companies. There will be an interactive round-table discussion, by a distinguished panel of experts lead by a moderator, to discuss Angel Investing. Panel will include a mix of specialists, such as a securities and business attorney, a CPA dealing with start-up companies, a current Angel Investor and an entrepreneur funded by Angel sources.

Expect to hear some of the basics such as, what is Angel Investing, the truth behind common myths about Angel Investors, how to get involved in Angel Investing, how entrepreneurs can gain access to Angel Investors, what are Angel Investors looking for as well as future trends plus answer all your questions about this segment of the industry. ❖

Hint to Find Articles

Often the articles referenced in this newsletter are found through multiple websites. So, you can go to a search engine and type the author name with partial title to access the article content. ❖

Free Patents Online

www.FreePatentsOnline.com provides fast, easy-to-use access to millions of patents. Attorneys use this data for patent searching; inventors, too. Researchers use it to keep up on the latest developments in their field. And everyone can use it just to browse all the interesting ideas out there. FreePatentsOnline now provides free PDF downloads. ❖

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www.pat2pdf.org compiles full PDF image copies of U.S. patents for **free**, making them far easier to print and download. Or, access www.pat2pdf.com (not affiliated with the .org site) to pay for full PDFs of both U.S. and European patents. ❖

Fresh Patents

FreshPatents.com has the latest published US patent applications each week BEFORE the USPTO decision to grant/deny. They offer **free** innovative services like keyword monitoring, RSS feeds and browse by location. Learn about new ideas for FREE. New applications are published Monday. Dates listed are for the previous Thursday's official USPTO publication date. ❖

European Patent Office

The <http://ep.espacenet.com> database allows free access to the patents of most major patenting countries, though searching is crude and image copies are printable/downloadable only one page at a time. However, by accessing "Online Public File Inspection" at <http://my.epoline.org/portal/public> under the Products and Services menu, you can download full PDF copies of European patents, provided you have the publication/application number. ❖

Don't waste money pursuing a patent on your idea until you know the idea is worth investing in.

--- Don Brown

Inventors Society of South Florida

presents

Cathy VerSchneider

Invent-to-Market Process

July 2nd at 1:30 pm

Visit us at:

InventorsSociety.net

Email your comments about the newsletter to

issf_cathy@yahoo.com.

Please tell us how the newsletter and web site have helped you.

2005 Independent Inventors Conference

The 10th Annual Independent Inventors Conference, co-sponsored by the United States Patent and Trademark Office and the National Inventors Hall of Fame, will be held at the new USPTO campus in Alexandria, VA, August 12 and 13. Topics covered at the conference include trademarks, copyrights, utility and design patents, provisional patent applications, invention promotion firms, searching, licensing and marketing. The registration deadline is August 1st. Visit www.uspto.gov/ for details. ❖

SCORE Q/A

Q: Banks are usually the first place people look to for small business financing. Are there others that small business owners overlook?

A: Absolutely. There are non-bank SBA 7(a) lenders and SBA-certified development companies along with small business investment companies. In addition, local community development agencies often have small business lending programs for their communities as do local and state departments of economic development. And, check with your local chamber of commerce. Many of them have small business funds. ❖

Newsletter Disclaimer

The Inventors Society of South Florida, Inc. provides a wealth of information to our members and the general public regarding all aspects the invention experience through its newsletters, website, speakers, etc., however, the ISSF does not endorse, suggest, or recommend that any of this information may or should be relied upon without the user's own independent investigation and evaluation. Further, the Inventors Society of South Florida, Inc. disclaims any responsibility for any financial investment and/or legal, accounting, or other professional advice which may be rendered by individual officers, directors, sponsors, members, speakers and/or guests, at/or as a result of contacts made at any ISSF activity, and/or through our newsletters, websites, or any other source not specifically stated.

THE BOTTOM LINE – YOU ARE RESPONSIBLE FOR YOUR OWN INDEPENDENT INVESTIGATION AND EVALUATION OF EACH EVERY RESOURCE WHICH YOU MAY CHOOSE TO UTILIZE. ❖

**Inventare Maximus
July 2005**

To receive the newsletter via email, send your email address to fruton@malloylaw.com. For those without email, hard copy of the newsletter will be mailed through USPS.

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Inventors Society of South Florida