

Inventors Society of South Florida

Inventors News

May 2006

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

Update on Davison Associates

On March 17, 2006, the US District Court for the Western District of Pennsylvania ordered Davison Associates, Inc., now known as Davison Design and Development, Inc., and Manufacturer's Support Services, Inc. ("MSSI") to pay \$26 million for misrepresenting services to inventors. The funds will be paid into a redress fund that will be administered by the Federal Trade Commission (FTC) and approved by the court. "If redress to purchasers is wholly or partially impracticable, any remaining funds shall be paid to the US Treasury," the court wrote. You can read the order at http://nip.blogs.com/patent/2006/03/hot_news_ftc_vs.html

The charges made by the FTC (all of which the court agreed with) are textbook examples of how inventors can be so easily taken. Davison assured potential clients that they stood a reasonable chance of being successful, and Davison said that many of their clients achieved success. Davison claimed to be responsible for the success of several products, including the Puzzle Sorter that Davison said sold worldwide. The court found that there were "no actual sales of Puzzle Sorter in the US or elsewhere." That's about as bad as "misrepresentation" gets. So, some inventors will get money back ... probably pennies on the dollar ... but Davison will stay in business, and the judge has outlined what the company has to do to not misrepresent its services. It can't say it has connections with corporations when it doesn't. It can't say it selectively chooses clients to work with when it takes two-thirds of anything that comes through the door. And it has to give prospective clients a breakdown of the successes past clients have had. In other words, Davison Associates has to tell the truth. ❖

American Society of Inventors, Inc.

In the board meetings of the American Society of Inventors, Inc., the nation's oldest continuous inventor help group, the board reviews ideas and inventions from members each month. They are a non-profit group and do not charge for this review, and none of the board members gets paid a cent. Nope, no perks, either, not even a dinner once in a while. They just do it to help inventors.

To have your invention or idea reviewed in their very informal session, the only requirement is that you must be a member (\$49 annual membership) to submit your invention. Although the reviews are informal, they have some pretty darned good people on the board who are highly regarded specialists in their own fields. They occasionally review products mailed to them by members and return the product (when accompanied by return packaging and postage) along with an audio tape of their 1/2 hour review. Contact ASI, P.O. Box 85426, Phila., PA 19102; tel 215-546-6601. They take the summers off, so if you need it then, don't bother. ❖

The Licensing Foundation, Inc.

The Licensing Foundation, Inc. was formed in November 2000 by the trustees of the Licensing Executives Society of U.S.A. and Canada (LES) to continue and expand the activities of the former Endowment Committee. The Foundation provides an opportunity for sharing the increased wealth created by the growth of licensing throughout the world. Learn more about the Licensing Foundation, Inc. at www.lesfoundation.org.

The Foundation was established by the LES to promote public awareness and provide educational resources on the value and importance of licensing all forms of intellectual property. The Foundation's primary current activities include:

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*Inventors Society
of South Florida*
presents

Freddy Lee

*Prototyping and
Finding Materials
for Prototyping*

May 6th at 1:30pm

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Mission Statement

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



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- Annual Survey of Licensing in the U.S. and Canada
- Licensing Foundation Annual Lecture
- Annual Colloquium and Dinner
- Edwin A. Shalloway Graduate Student Licensing Competition
- The Frank Barnes Licensing Mentor Award
- Licensing Resources & Foundation Bibliography.

The Foundation is developing a long-range plan of communicating the importance of recognizing the intellectual property rights of owners and the important role that licensing plays in bringing creativity and innovation to commercial realization. ❖

Licensing

Needless to say, every license should be clear to all parties concerned. The individual parties should be aware of the obligations that the contract places on them, the conditions that have to be met and the time lines by which specific actions are to be performed. All of these features should be transparent and measurable. Each party should also be acutely aware of the other parties' responsibilities. Visit www.wipo.int/sme/en/documents/franchising.htm to read **Ian Cockburn's** article, *Franchising & Licensing: What are they? And how can you benefit from them?* ❖

From Idea to Innovation

Jay Sorensen turned his simple idea into a multi-million dollar family business. Today, he maintains his patent and continues to manufacture and distribute his product to an expanding market. Licensing allows Sorensen, not only to protect his unique invention from imitation, but also makes it possible for other businesses to develop personalized Java Jackets while Sorensen maintains ownership and rights in his invention. Read more about it at www.respectrights.org/inventions_marketplace/index.htm. ❖

The Truth About Global Outsourcing

Business advisors **Ralph Welborn** and **Vince Kasten**, authors of *Get It Done! A Blueprint for Business Execution*, identify 10 lessons they've learned about the challenges and difficulties of global outsourcing:

- If it looks too good to be real... it probably is.
- Too many outsourcing deals suffer "death by change order."
- The prevalent "core vs. context" approach--outsourcing what's not important to let us focus on what is important--is becoming outdated.
- The contractual crunch and win-lose contracts have unintended consequences.
- What you don't know will bite you.
- Outsourcing providers build in a lack of transparency--the "black box" of costs and margins.
- It's easy to underestimate the Bull's Eye Effect. Lots of stuff has to get done to outsource a business process.
- Companies are starting to reject long-term contracts.
- Outsourcing firms are suffering from the Botox Effect because "technology refresh" is a lot more expensive than they thought.
- All customers want is a flexible, innovative partner, but they usually get the opposite. ❖

What You Need to Know about Patents

Alexander I. Poltorak is the Founder and Chief Executive Officer of General Patent Corporation (GPC), an intellectual property (IP) management company focusing on patent licensing and enforcement, international technology transfer, and IP strategy. He wrote *What You Need to Know about Patents and Their Value*. He cites patent statistics, and more importantly valuing and using a patent. Use a search engine to find the article by title and author. ❖

Six Factors Crucial for Successful Innovation

Local and national innovators share with **Colin Stewart** of the Orange County Examiner, the six factors crucial to successfully nurture an idea on its path to market. These are:

- Listening – Innovators need to hear what potential customers want, respond with a new product or service, and then listen again to find out whether the innovation achieved its goal.
- Problem-solving – Invent only to fill a need that people talk about.
- Moving fast – A quick pace is a must for successful innovators who don't want to be passed by.
- Failing – Accept the risk of short-term failures to succeed in the long term.
- Following the money – Innovators need to know the financial side of their work.
- Brainstorming – Starting a project with an open mind and inviting colleagues to think up every possible course of action. ❖

Avoid Pitfalls When Partnering with a Friend

Kelly Spors, a staff reporter for The Wall Street Journal, wrote *Avoid Pitfalls When Partnering with a Friend*. This brief article includes many aspects of a business relationship between friends that must be documented early in the relationship when the friendship is at its best. Minimize damage to the relationship and the business by spelling it out in a legal arrangement.

Set guidelines to deal with unmet financial expectations, different management styles and work ethics, diverging long-term goals, a partner who acts improperly, or simply a partner who wants out. What matters is having ground rules to handle issues that may arise. The article discussed several scenarios. Be sure to select a mediator early on to enable amicable resolution.

If you are considering partnering with someone to finance your invention or product, this article is a must read. Find it by author and title by using a search engine.

In support of this discussion, **Marshal Loeb** wrote an article, *Formalizing Loans from Relatives and Friends*, in which he says to write a formal business plan, make out a promissory note and draw up a formal repayment schedule and stick to it. Such documentation cuts the default rate on private loans in half and makes it easier for both parties to claim their tax benefits. Use a search engine to find this article by author and title. ❖

August is National Inventor's Month

Membership

The Inventors Society of South Florida (ISSF) membership application form is available online at www.inventorssociety.net/appform.pdf. Annual individual membership dues are \$60.

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 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. ❖

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. ❖

IP Expert Testimony

Robert J. Ambrogi wrote *The Two Most Common Mistakes Lawyers Make in Using IP Experts*. He cites the lawyer's duty to immerse himself in the technology from day one, and micromanaging the expert. These concepts apply to the inventor as well. Use a search engine to find this article by title and author. ❖

Market Forecast

In the April issue of the Mplans.com Newsletter, **Tim Berry** offers the feature article, *Making a Market Forecast Estimate*. Visit www.mplans.com and search for the April newsletter. ❖

ISSF Meetings

ISSF meets at 1:30 pm on the first Saturday of each month at:

Ligi Tool & Engineering, Inc.
3220 SW 15th St.
Deerfield Beach, Florida 33442
877-523-6693
www.ligotool.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 (past 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 SW 10th St (West); left on Powerline Rd; 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 (past the first stoplight on Powerline Rd, look for two cement towers and the *Enterprise Center* sign).

From I-75: Exit at the Sawgrass Expressway (Route 869); go to the end of the expressway and continue east on SW 10th St; turn right on Powerline Rd and left on SW 15th St (look for two cement towers and the *Enterprise Center* sign).

Contact:

Richard Loughlin at 772-287-2224
loughlinrandm@aol.com



President's Corner

I want to thank **Jeff Mustard** for that incredible presentation, *Getting Your Product to the Market*. He told us to find the angle or hook, identify the unique selling proposition, consider the inspiration for the product in the first place, and use that information when creating a script.

Jeff gave us ten points to successful direct response television marketing:

1. **Markup:** If your marketing goal is to sell your product directly over the television in a one-step offer, the larger the markup ratio, the greater your chance of success. Markup ratio is determined by dividing retail price by cost of goods. A strong product has 5-to-1 markup or better.
2. **Mass Appeal:** Television has the unique ability to reach a mass audience. Its most significant disadvantage is an inability to precisely target specific demographics (much better accomplished via direct mail). Thus, the greater your product has mass appeal, the greater its success potential. It has a strong appeal if 75% or more of US households would want this product.
3. **Demonstrable:** Television is the ideal market to show how a product works or to show the benefits that users obtain by using the product. In a strong showing, product functions or product effects can be easily and quickly understood through a visual demonstration.
4. **Lifestyle Change:** Compelling direct response commercials advertise products that create transformations which quickly and significantly improve lifestyle. A strong product will instantly and radically improve the quality of the viewer's life.
5. **Market History:** All new infomercial DRTV campaign tests are marketing gambles. Increase the odds on your wager by marketing a product that has some marketplace history. A strong product has proven retail or direct sales.
6. **Value:** Everybody loves a deal. Enough said. A strong product has an attractive ratio of value to price.
7. **Immediate Solution:** Infomercial scripts are often based on simply stating the consumer's problem and the solution provided by your product. The bigger the problem that your product can immediately solve, the faster you're headed for the "Infomercial Hall of Fame."
8. **Price:** The lower the price (\$19.95 minimum), the more accessible your product is to the masses. A strong product has a price of \$49.95 or less, and/or is a lead generator.
9. **Spokesperson:** Television viewers who are most willing to pick up the phone to order, are also those most influenced by a persuasive, charismatic (but credible!) on-camera product spokesperson. A strong product has a charismatic product expert.
10. **Upsells/ continuity:** Upsells and continuity marketing can generate an additional 30 percent to 100 percent in your revenues. The more related products you have available for upsell/continuity campaigns, the wider your advantage in the infomercial marketplace.
11. **Retail Potential:** Typically, less than 1 percent of all infomercial viewers actually order the product. If your product is available at retail or soon will be, you can dramatically drive retail sales by capitalizing on huge awareness advertising you create with a successful infomercial. A strong product is currently sold at retail stores everywhere.

Regards,

Dick Loughlin

News From Cathy's Desk

In the last board meeting, it was voted to rename the newsletter *Inventors News*. The new name is simple and concise, reflecting the content provided. If anyone in the readership seeks information that has not appeared in recent newsletters, please send your request to issf_cathy@yahoo.com, and I will include content in the next newsletter.

Any members wishing to contribute to the Featured Member article are welcome to email me information including inventive background and experiences. You can help other inventors through lessons learned, good business contacts and people to avoid. Please contribute your Featured Member article to the newsletter so all members can benefit.

On May 6th, **Freddy Lee** will discuss prototyping, finding materials to make prototypes and demonstrating a prototype. This will be particularly interesting and informative for those who have no experience with prototyping. Also for the next meeting, there will be handouts at the sign-in table: *The State of Your Innovation* by **Jeff Dobkin** and *The Truth about Global Outsourcing* by **IPFrontline Staff**.

READERS, PLEASE TAKE NOTICE!

The April newsletter included information about INPEX, which is apparently the trade show sponsored by Invention Submission Corporation (ISC). Also, note that the free information offered by Inventors Publishing & Research is precisely that...free. It is critical in your research to obtain legal guidance and contact other reputable sources like USPTO and Inventor's Digest for input. 'Always get three estimates' is a rule that applies to any new business relationship. Use known resources to verify information and offers from a prospective process partner. ❖

America's Master Marketer

Brand new from master marketer, **Jeffrey Dobkin** are his best, fastest-paced and most useful articles yet on marketing and direct marketing compiled in his newest book, *Forget Theory! Here's What Works Best In Direct Marketing*. Find out what you've been missing in your marketing. Learn thousands of innovative and new low-cost marketing techniques. It's an incredible marketing and reference tool.

If you need some convincing, visit www.dobkin.com/content/articles/articlelist.asp and read through the articles:

- *A 15-Point Checklist for Your Ads*
- *12 Places to Buy a Mailing List*
- *Thinking of Starting a Newsletter – Don't!*
- *Best Direct Marketing Campaign I've Ever Written*
- *The Most Irresistible Line in ALL of Direct Mail*
- *9 Reasons Why You Should Send a Cover Letter with Every Press Release*
- *Inside Secrets of Direct Marketing: Bulleted Tips!*
- *The 23 Best Lines in Marketing!*
- *How to Get \$1,000 Worth of Advertising for \$60!*
- *16 Myths of Marketing*
- *18 Marketing Assumptions that Aren't True*
- *15 Magic Words To Make Sure Your Press Release Gets Published*
- *Marketing Through Associations*
- *Marketing With Post Cards* ❖

Online Networking

Thomas Claburn wrote *Social Networking Connects for Business*, an article about online networking that caters to businesspeople. Visit www.smallbizresource.com and search for the title or author to find this article and learn about networking online through ryze.com and linkedin.com. ❖

Virtual Business

Warren G. Purdy wrote *The Virtual You: Tap into External Resources to Extend Your Reach*, an article about outsourcing for image and efficiency. ❖

Licensing

Small business owners and inventors need to research the market and competition before trying to license their new product or invention. Visit www.smallbizresource.com and search for *Selling Out: How to License Your Big Idea*, written by **Sara Aase**. ❖

Financial Statements

Small business owners need to pay attention to three key financial concerns Cash, Profit-and-Loss, and Balance Sheet in running a successful business. Visit www.smallbizresource.com and search for *The Big 3: Financial Statements that Can Make or Break You*, written by **Sara Aase**. ❖

Research Your Idea

Vicki Powers wrote *Research Takes the Risk out of New Ventures*. Visit www.smallbizresource.com and search for the title or author to find this article and learn about the value of a business plan before you use your resources. ❖

Axing Your Attorney

Elizabeth Millard wrote *Axing Your Attorney* to tell readers, "When firing a law firm, check your timing and have a backup plan." You want to find a lawyer with more interest in your business. Try not to switch during litigation. List your expectations. Visit www.smallbizresource.com and search for the title or author to find this article and learn more. ❖

Advertiser's Corner

Bionic Wrench

In two of this year's noted international design competitions, only two U.S. companies took home highest honors for their products. One, predictably, was giant Apple Computer Inc. for its sleek, high-tech iPod Nano music player. The other was a tiny unknown Illinois upstart named LoggerHead Tools LLC.

LoggerHead's breakthrough was a made-in-America wrench that doesn't slip on fasteners that are worn around the edges.

In the case of LoggerHead Tools, Mr. Brown developed his Bionic Wrench to tackle two dilemmas that wrench users -- in particular female ones -- face with the tool: It often slips on nuts and bolts that are worn, or "stripped," around the edges, and it can be hard on the hand after lots of twisting. Another selling point: a single eight-inch Bionic Wrench quickly fits around 16 different sizes of nuts and bolts.

The Bionic Wrench's suggested retail price of \$32.95 isn't cheap -- about \$10 to \$20 more than most standard adjustable wrenches -- and it is made solely in the U.S. from U.S.-supplied materials at a time when a large portion of the \$6.2 billion U.S. hand-tool market has shifted overseas to China. In addition to its accolades in Germany as a 2006 International Forum Design "Gold" and Red Dot "Best of the Best" winner, Bionic Wrench was picked by Popular Mechanics magazine for its editor's choice award at last year's National Hardware Show.

Instead of the typical single-handle wrench design, the Bionic Wrench works more like a pair of pliers. The user squeezes two ergonomic handles, and that motion pushes in the tiny jaws in the wrench's circle-shaped head.

Part of Mr. Brown's inspiration was the SLR camera shutter, which opens and closes in an even, concentric fashion. Because the jaws of his wrench grip the sides of a nut or bolt evenly on all six sides -- and not just at the corners -- it helps prevent the stripping that can happen over time. ❖



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Global Entrepreneurship Monitor

The Global Entrepreneurship Monitor (GEM) research program is an annual assessment of the national level of entrepreneurial activity. GEM 2005 conducted research in 39 countries. Visit www.gemconsortium.org for documentation.

The research program, based on a harmonized assessment of the level of national entrepreneurial activity for all participating countries, involves exploration of the role of entrepreneurship in national economic growth. Systematic differences continue, with few highly entrepreneurial countries reflecting low economic growth. There is, further, a wealth of national features and characteristics associated with entrepreneurial activity.

Those new to the research program will find global comparisons, national reports, and special topic reports based on the annual data collection cycle. This material can be downloaded after a few simple items of personal background are provided. Over 120 scholars and researchers are actively participating in the GEM project; those with user names and passwords will have access to the interview schedules, data collection procedures, and other details required for systematic analysis. ❖

Free Business Templates and More from SCORE

SCORE is Service Corps of Retired Executives. SCORE's Business Toolbox contains many resources for small business owners. Within the toolbox at www.score.org you can:

- Download free business templates such as business plans, cash flow statements and profit and loss statements
- Find small business resources using Small Biz Power Links
- Take online business workshops with real-world examples and exercises
- Get business advice
- Obtain the free *Small Business Financing Guide*. ❖

News from UIA

There are several events coming up soon that bear mentioning. First, in response to the growing needs of independent inventors and small business entities to understand intellectual property issues both at home and abroad, The US Patent & Trademark Office has scheduled a series of conferences. These will be free of charge, and will include one-on-one consultations between USPTO attorneys and conference attendees. The next two on the schedule include Columbus, OH in May and Nashville, TN in July. For more information, visit www.uspto.gov.

More about patents: The National Association of Patent Practitioners is holding their Annual Meeting in Alexandria, VA in July. Presentations will focus on patent prosecution practice and is geared for patent agents and patent attorneys. For more information, go to www.napp.org.

Across the border, (northern, that is) there is an inventors co-operative effort recently formed in Toronto called the Concept to Creation Co-op. Product ideas are evaluated and selected for Project Teams to work on making and bringing the product to market. Details can be found at www.conceptcreation.com.

Now for some fun and games, or, I should say "toys and games". FAO Schwarz, America's oldest toy store, located in New York City, is seeking new and original products through a series of Toy Auditions. The next 2 are scheduled for June 8 and September 14, 2006. For more information, visit www.fao.com.

The Toy & Game Industry Foundation, Inc., located in Aurora, IL, will be celebrating their 10th Anniversary with a Toy & Game Inventors Forum Conference & Exposition, to be held in Orlando, FL on September 7-9, 2006. The conference (limited to 200 attendees) will feature roundtable discussions, one-on-one consultations, speaker presentations and intra-industry seminars. For more information, visit www.tgifcon.com.

The annual Chicago International Toy & Game Fair (Chitag 2006) will change dates and location this year. It will take place at the Convention Center in Schaumburg, IL the weekend of November 17-19, 2006. For more information, go to www.chitag.com.

And for those of you who won't be traveling, you can sit back in a comfy chair and tune in to a new radio show on Sunday evenings. The Big Idea Radio Show features the co-founders (now known as "the Gadget Guys") of the inventors support group in San Antonio, Texas. The Guys (**Drew Taylor** and **Richard Rodriguez**) will answer common questions and direct listeners to resources they may not otherwise be aware of. (KTSA 550 AM radio does webcast this program on ktsa.com at Texas broadcast time, which is 8:00PM) For more information, go to www.gadgetguysradio.com. ❖

How to Hire a PR Pro on a Small-Business Budget

A small budget shouldn't prevent you from getting professional PR help. Here's how to start:

- Get referrals from business associates and professional organizations.
- Search professional association databases like the Public Relations Society of America (PRSA) for a PR pro in your area.
- Interview several candidates to find a comfortable fit.
- Negotiate a business arrangement that meets your communication goals and budget.
- Be prepared to share the inner workings of your business.

Find the article, *How to Hire a PR Pro on a Small-Business Budget*, written by **Eileen Colkin Cuneo** at www.smallbizresources.com. ❖

Market Research

Cheryl A. Sweet wrote *Low-Cost Market Research Can Yield Big Results*. You can save money by:

- Utilizing low-cost services from universities.
- Mining information from current customers.
- Using Internet search engines to gather detailed market information.
- Studying your competitor's web sites and marketing materials.

Find this article at www.smallbizresources.com ❖

Kinetic Inventor/Sculptor

David J. Craig wrote *The Future Tents*, an article about kinetic sculptor **Chuck Hoberman** who expands the boundaries of design by harnessing movement. He is the inventor of the Hoberman Sphere, a spiky cluster of plastic scissor joints that expands smoothly while retaining its shape. He has since invented an expanding tent and several commissioned sculptures. His designs introduce movement in a structure while retaining its stability. Read the article in the Spring 2006 issue of the magazine of Columbia University. ❖

Person-to-Person Loans

Prosper Marketplace Inc., a San Francisco start-up company that aims to create an eBay-style marketplace for person-to-person loans at better rates than traditional lenders offer.

Prospective borrowers can go online and request a loan of as much as \$25,000, listing a maximum rate they're willing to pay. (They also must divulge their credit scores.) Then, prospective lenders can bid to provide some or all of a loan. So far, many borrowers getting the lowest rates -- roughly 7% for loans less than \$5,000 -- have stellar credit, says Chief Executive **Chris Larsen**. ❖

Winning the First Sales

Generating initial sales is among the toughest challenges for new businesses. Use a search engine to find *Tips for Winning Those First Sales* by **Sarah E. Needleman**. ❖

“The money isn’t all that exciting. The gratitude is. It’s fun to be in an operation where people send you checks with thank you notes attached.”

--- Jay Sorenson, inventor of Java Jacket

Inventors Society of South Florida presents

Freddy Lee

Prototyping and Finding Materials for Prototyping

May 6th at 1:30pm

We’re on the Web!

See us at:

www.InventorsSociety.net

Loxit Technologies, Ltd.

Loxit Technologies, Ltd. (www.loxit.ca) plans on holding a new inventor contest near the end of this year. **Graham McCabe**, Product Development Manager, Loxit Technologies, Ltd., will provide details to the ISSF once he has confirmed the requirements and prizes for the future contest. ❖

Minnesota Inventors Congress

Visit www.inventhelper.org/b-index.html, write to PO Box 71 Redwood Falls, MN 56283, or call 800-468-3681 or 507-627-2344 for information. Exhibit your product, consult with experts, and sign up for seminars. Seminars include: financing, product liability, grants, estimating product market, licensing or manufacturing, networking, inventor/manufacturer relationship, and the toy & game industry. Get helpful tips and enjoy fellowship with inventors. Recognition awards and prizes will be made. The dates for this event are June 9-11. ❖

Collegiate Inventors Competition

For 15 years, the Collegiate Inventors Competition has recognized and encouraged undergraduate and graduate students on their quest to change the world around them. With over \$75,000 in prizes awarded to the top inventors and their academic advisors each year, the Competition is one of the most prestigious honors available to college and university innovators. The deadline to enter the 2006 Competition is June 1, 2006. Access the official entry form at www.invent.org/Collegiate/enter.html. ❖

Newsletter Disclaimer

The Inventors Society of South Florida, Inc. (ISSF) provides a wealth of information to our members and the general public regarding all aspects of 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 ISSF 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 s a result of contacts made at any ISSF activity, and/or through our newsletters, websites, or any other source not specifically stated. ❖

**Inventare Maximus
May 2006**

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