

Inventors Society of South Florida

Inventors News

July 2006

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

Inventor Expo at Broward County Main Library

FREE advertising! FREE marketing survey!! FREE access to new customers!!!

Mark your calendar for August 5, 2006 from 1-4 pm for **A Celebration of the Inventor: Workshop and Exhibition.**

WHERE: Broward County Library
100 South Andrews Avenue
Fort Lauderdale, Florida

WHAT: An opportunity for you to display your invention(s) and join the nationwide celebration of Inventors Day! The Library will provide approximately 40 display tables (each six feet long) throughout the Main Library which will be available to inventors on a first-come, first-served basis. The Library will have staff present at 8:00 a.m. the day of the show to permit setup of displays. If you have any special requirements for displaying your invention (i.e. a dolly to move it, electricity to operate it, etc.), please contact: **Eileen** at 954-357-7439 at least one week in advance.

COST: Free [Yes, we said FREE!!!] Metered parking costs \$1.00 per hour.

REGISTER: All exhibitors must complete and sign registration forms. The *Exhibitor Registration with Waiver of Liability* form and the *Waiver of Responsibility with Indemnification* form **must be received by July 10th** via fax (954-357-6113) or mail (**Eileen Fischschweiger**; Business, Law and Government Services; Broward County Library - MN 5; 100 S. Andrews Avenue; Fort Lauderdale, FL 33301). **NO EXCEPTIONS! YOU WILL NOT BE PERMITTED TO DISPLAY WITHOUT SUBMITTING THE ABOVE FORMS.**

RULES: This is a publicly funded event, therefore, no customer sign up sheets, no price lists, no sales, etc., will be permitted. However, you may provide your contact information in the form of a business card. All items must be removed by 4 PM, please, to allow for the take-down of exhibit tables in preparation for the evening program. If you need to speak to a staff person during the day, go to the Broward County Library PTDL exhibit table.

WE LOOK FORWARD TO SEEING YOU ALL THERE!!! ❖

Invention Promotion Scams

Signs of an invention promotion scam:

- Some invention promotion firms may charge thousands of dollars purportedly to market and license your invention with a manufacturer. But reputable firms generally do not ask for large payments up front. Instead, they profit from the royalties produced by a successfully-licensed product;
- Some promotion companies say you don't need a patent or even a provisional patent right away, that it is a waste of money until your invention is in its final production stage;
- Unscrupulous invention promoters tell everyone that their ideas have market potential. The truth is that few inventions ever make it to the marketplace and even fewer achieve commercial success;



Highlights

Scam Report	2
Clockwork Radio	2
Second Patent Office	3
Invention University	3
President's Corner	4
Inventor TV Shows	4
Cathy's Desk	5
Nat'l Inventors Month	5
Industrial Information	6
USPTO Fee Changes	6
Microloans	7
Invention Grant	8
TGIF Conference	8

*Inventors Society
of South Florida*

presents

**Jacqueline
Todros, P.A.**

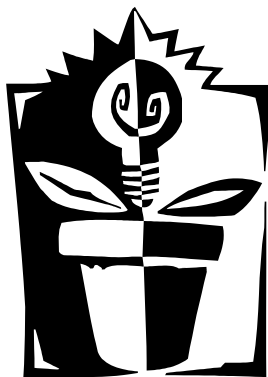
*Maintaining a
Paper Trail*

July 1st at 1:30pm

Continued on page 2

Mission Statement

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

**Officers & Board Members**

President: Richard Loughlin

Vice President: Howard Silken

Secretary: Joanna Zaremba

Treasurer: Lucy Pettersen

Founding President: Robert White

Director: Alvin Blum

Membership, Education and
Goodwill Ambassadors:
Howard and Paula Silken

Member Liaison: Joanna
Zaremba

Publicity: Eva Thomas

Public Relations: Bill Seymour

Contacts

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



Continued from page 1

- After a firm does a preliminary review of your invention, they may tell you that they need to do a market evaluation of your invention, often for a large fee;
- An invention promotion firm may claim to have access to manufacturers who are looking for new product ideas. Always ask for proof of these contacts before you sign a contract; and,
- Fraudulent invention promotion firms may promise to register your idea with the U.S. Patent and Trademark Office (USPTO) Disclosure Document Program. A scam artist will charge a high fee for this service, but you can do it yourself for \$10 (This does not offer patent protection; it simply provides evidence of the date of conception of the invention.)

Under the American Inventors Protection Act of 1999, invention promotion firms must disclose the following about its business practices during the last five years:

1. How many inventions it has evaluated;
2. How many of these inventions got positive or negative evaluations;
3. Its total number of customers;
4. How many of those customers received a net profit from the promoter's services; and,
5. How many of those customers have licensed their inventions due to the promoter's services.

Ask each firm you contact to provide this information. If they don't cooperate, take your business elsewhere. ❖

Scam Report

On May 19th, on Good Morning America, it was reported that Patent and Trademark Institute (also known as PTI) of Roslyn Heights, N.Y., is being investigated by the New York Attorney General's Office for possible misrepresentation of its services to inventors and for implying inventors will be successful by hiring PTI. When asked for the name of one inventor who made a profit on his invention because of PTI, the president of the company, **Julian Gumpel**, said he would have to do a great deal of research to get the information. The company's web site is www.inventorshelpline.com.

Julian Gumpel formerly worked for International Product Design, which in 1998 was ordered not to misrepresent its services to inventors or to make promises of success.

At the end of the story, the reporter mentioned that Davison Associates, Inc., another invention promotion company, was recently court ordered to return millions of dollars to its customers.

Visit www.inventored.org/caution/extreme for a list of companies to avoid. Near the top of the page you will find a link to a watch-list of companies that merit considerable caution, according to the website owner. Also visit the USPTO public forum for the publication of complaints concerning invention promoters/promotion firms at www.uspto.gov/web/offices/com/iip/complaints.htm. ❖

How the Clockwork Radio was Invented

In the words of **Trevor Baylis**, the clockwork radio inventor, "It was pure chance. I was watching television one evening about the spread of HIV/AIDS in Africa, where it

Continued on page 3

Continued from page 2

was explained that the only way to stop this disease was through radio communication and information. The problem was that most of Africa did not have electricity to run the radio and batteries were horrendously expensive for the locals. When the program finished, I pictured myself for a minute in colonial Africa, sitting, smoking a pipe and listening to the scraping sound coming from a gramophone. I thought if that much racket can come from a simple nail on a disk, I could create something similar. Chance favors the prepared mind. I did a first experiment right after the show that took about half an hour and got a spark of life. Then I did an experiment with a tree and water, which got the radio running but only for as long as the tree was tall. Then I changed from water to soil, which was better, then a spring, with the final result being a spring to wind up the radio. At the same time as I was working on the radio, I came up with a wind-up torch, a telephone charger, a solar panel. The end result was a machine that did everything and ran all day – solar powered in the daylight and wind-up at night.”

Trevor Baylis works closely with the U.K. Patent Office to expose unethical practices in invention promotion companies. They recently had one such company shut down as a result of a live television documentary. With the support of the Patent Office and the British Standards Institution he has started a movement to establish agreed standards or principles for all organizations which purport to help inventors.

He has started his own company, *Trevor Baylis Brands*, to help inventors get their ideas to market at minimum cost. To date 1,800 inventors have signed up via the website, and the company evaluates approximately 100 new ideas per month. He wants to set up facilities, the *Baylis Breakout Rooms*, based in universities and research institutions, which would enable inventors to discuss their ideas with experts, lawyers, advisors and potential business partners, safe in the knowledge that their IP will be protected. The inventors present their ideas on camera, and everyone present must sign a confidentiality agreement. This is key as no inventor should ever disclose any information on his invention to anyone who has not first signed a confidentiality agreement. The video-taped proof of the inventor's intellectual property can then be stored safely in a bank or post office. For more information see www.trevorbaylisbrands.com. ❖

Possible Second Patent Office in 2008

Denver Post Staff Writer **Andy Vuong** says, “Denver is in the running to be the first regional office of the U.S. Patent and Trademark Office, which could bring an influx of high-paying jobs to the city.” He reported this on May 17th in the online newspaper (www.denverpost.com/business/ci_3830202). Find this article and read it for some interesting statistics including:

- On average, the office's patent examiners earn \$81,850 annually.
- All of the patent office's 4,600 patent examiners now work at its headquarters in Alexandria, Va.
- The patent office plans to add 1,000 jobs annually over the next five years to help handle a backlog of nearly 1 million patent applications
- The USPTO is expected to review an estimated 415,000 patent applications in fiscal 2006.
- The USPTO is working on implementing an accelerated examination process that guarantees applications will be reviewed within 12 months. ❖

Invention University

Invention University (www.inventionuniversity.com) has evolved from an education and research organization, to a company that also offers effective services to all types of inventors at every stage of the inventing process, from development through licensing, e-learning center, do it yourself, patent search, research tools, useful links and newsletter. Also due diligence is defined. ❖

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. ❖

All About Business Cards

Visit www.entrepreneur.com and search for 'Ivan Misner Business Cards' to find *Smart Ways to Use Your Business Card*, an insightful article that will help you network for success.

In another article, *Managing Your Business Cards*, **Ivan Misner** offers tips for organizing all those business cards you've accumulated.

If you have questions about the effectiveness of your business card, read *Creating an Effective Business Card* by **Ivan Misner**. ❖

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

The Board thanks **Alexander Orlofsky** for his fine presentation on June 3rd. In his words, "A manufacturer has a duty to design a product that is reasonably safe for its intended use and for other uses which are foreseeably probable." Therefore, inventors have design, test and inspection considerations in the realization of an invention!

Product design may include elimination of sharp corners or parts that are easily detached. Product testing may include stress at a hinge or joint. Inspection may include post production sampling to ensure proper assembly and smooth edges.

Mr. Orlofsky made some interesting points that inventors must bear in mind:

- Negligent design of a product which causes injury is a potential basis for product liability.
- Where there is a duty to inspect, liability may be incurred for both failure to test or inspect, and for negligent performance of tests and inspections.
- A manufacturer must give notice of any danger associated with the use of a product. (Think about the warning printed on the plastic bag covering a dry cleaned garment. Contrast that with the plastic wrap on a package of grapes purchased at the grocery store.)
- Where a product is reasonably safe, the fact that there may be a better alternative design is not grounds for product liability.

Clearly from Mr. Orlofsky's presentation, product liability is something you want to design out of your invention. So, review the patents of similar inventions and be aware of product recalls that may impact your invention.

The speaker for July 1st is **Jacqueline Tadros, P.A.** She will speak briefly about the importance of maintaining a paper trail in the inventive and marketing process. She is a Registered Patent and Trademark Attorney.

Regards,

Dick Loughlin

TV Shows Seek Inventors

Attention, all parents, grandparents, proud aunts, uncles, and friends! **Martha Stewart** is looking for some amazingly talented kid inventors--of all ages--who would like to exhibit their creations on her show. If you know the perfect child, please email us the inventor's story and contact information. We will try to respond to all emails. We look forward to hearing from you.

Moms, have you created a great product or a terrific invention but still need the right exposure and opportunity to turn it into a successful business? Martha Stewart wants to hear from you. Tell us your big idea and why you have what it takes to become a successful entrepreneur; we just might give you the spotlight to turn your passion into a business!

Visit www.marthastewart.com/page.jhtml?type=learn-cat&id=cat20036&psc=SC287206 to find the email links to enter.

The Ellen Degeneres Show wants a VHS of your amazing invention. All tapes must be VHS and be submitted with a release form. Tapes will not be returned. Adult inventors visit <http://ellen.warnerbros.com/funstuff/adultinventors/> for details. Kid inventors, ages 5-10, visit <http://ellen.warnerbros.com/funstuff/kidsinvent/>. ❖

News From Cathy's Desk

If this newsletter includes one article that each inventor finds useful, then I am successful in my research to create it for the ISSF. I know that each member is at a different place, has a unique market niche, and makes decisions based on their product category. How could I possibly serve the needs of all members?

Since every member is at a different place in the invent-to-market process, I feel safe in providing any information that will help save money, time, physical resources and frustration. For example the article, *Getting the Most out of Your IP Due Diligence*, written by **Robert Burrows** is of the greatest interest to someone buying or selling a pharmaceutical company. Mr. Burrows states, "...the due diligence process can and should be managed in such a way that any potentially relevant issues are identified in the most efficient manner with regard to time and cost. This article aims to provide some helpful guidance on achieving that goal."

His statement rings true for the inventor who is serious about marketing an invention. Anyone funding an inventor's efforts wants to see due diligence in the form of a business or marketing plan. Wal-Mart includes due diligence in its vendor relationships; they want to know how a vendor and their products will increase Wal-Mart's bottom line. Is your product a good fit with what they already sell? Is it novel? Is there real demand for it?

So, the scope of due diligence varies with who is involved, you and a venture capitalist, a distributor, a manufacturer, your patent attorney, or any other process partner. Due diligence overshadows the entire invent-to-market process, since it serves to keep you on track. You need to know the issues and risks in each relationship and each step of the invent-to-market process regarding your invention!

Therefore, Mr. Burrows' article, *Getting the Most out of Your IP Due Diligence*, offers insight that you will find useful, regardless of what your invention is or where you are in its realization. If you think due diligence can wait until you are ready to patent your idea, then you should not be surprised when your patent is rejected due to a prior patent filing. Indeed, the patent search is an act of due diligence in which you research issues related to your idea and minimize the risk of infringing on another's patent. ❖

The Broward County Main Library

invites members of the Inventors Society of South Florida
to present their inventions and product information to the public!

√ Tables will be furnished at no charge.

√ Bring your own UL rated extension cords. There are limited electrical outlets, so first come, first served.

√ Public contest will determine 'best' invention of show

√ Sales are not permitted in the library, but you can display business cards, sign up sheets, surveys, promotional information and details about your invention.

√ Your invention should be patented or patent pending to show at the library.

√ Mail or fax your forms to the library; forms will be available at the July meeting or may be requested by email from cever@earthlink.net.

This is a rare opportunity to show your invention to a large cross-section of the public and gain valuable opinions about your invention, resulting in product improvement!

Inventors Conference

The USPTO, Northwestern University School of Law and the National Inventors Hall of Fame will hold a regional **Independent Inventors Conference** in **Chicago** on **July 28-29**. The conference will be held at the School of Law, 375 E. Chicago Ave. ❖

IP and China

Use a search engine to find two articles: *IP and China: Basking in an Anti-IP Climate?* and *Intellectual Property -- Engaging With China On Cultural and Legal Fronts*, written by **Paul Ward**. ❖

Mediation

Mediation is increasingly being considered and used as a cost-effective and time-efficient alternative dispute resolution (ADR) method for resolving patent disputes. Use a search engine to find *The Flexibility of Mediation* written by **Douglas C. Allen**. ❖

Non-US Patent Protection

Do you need a cost-benefit framework for a small company to determine if it makes sense to seek a patent in a particular country or group of countries? Use a search engine to find it in the article *Should Small Companies Seek Non-US Patent Protection?* written by **Tony Dutra**. ❖

Accessing and Using Patent Information

Stephen R. Adam provides the reader with detailed information on existing major patent information databases and how such information can be accessed in his book *Information Sources in Patents* (ISBN 10:3-598-24443-6). ❖

Digital Rights Management

The *Guide to Digital Rights Management* (DRM) has been developed to provide a source of ideas, information and resources to assist creators, producers and traders with the management of their content in the digital environment. Find the guide at www.dcita.gov.au/drm. ❖

Advertiser's Corner

IP Valuation

Daryl Martin and David C. Drews co-authored a three-part series on intellectual property found at www.consor.com/Publications.asp.

- Part I: *Intellectual Property - Collateral for Securitization or Lending*
- Part II: *Intellectual Property Valuation - Context Is Critical*
- Part III: *The Impact of SFAS 141 & 142 on Intellectual Asset Management.* ❖

Document Disclosure Program

"The PTO, if it chooses not to eliminate it now, should consider such matters more closely," says Thomas G. Field, Jr. Use a search engine to find *The PTO's Document Disclosure Program: Boon or Boondoggle?*, written by Mr. Field. ❖

Venture Capital

Visit www.entrepreneur.com/listings/vc100/0,5946,,00.html to find the following list of articles:

- *Keys to Getting Your Company Funded*
- *How to Prepare for VC Firms' Due Diligence*
- *When Not to Take the Money*
- *5 Steps to Take Before Committing to an Investor*
- *5 Ways to Evaluate an Investor*
- *What to Know Before You Try to Raise Capital*
- *Why You Need a Growth-Stage Funding Plan*
- *Not Finding Funding? It May Be Your Presentation*
- *Why You Shouldn't Ask VCs to Sign a Nondisclosure Agreement*
- *Venture Debt: A Follow-Up to VC Funding*
- *Set Your Sites on Corporate VC*
- *Don't Get Distracted When Raising Financing*
- *The State of Minority VC Funding*
- *What Investors Will Think of Your Debt.* ❖

After Wal-Mart Says Yes

Learn what it takes to supply Wal-Mart with your product. Use a search engine to find *The Hard Part Follows After Wal-Mart Says Yes*, written by Gwendolyn Bounds. ❖



COPIERS

SUDDEN SERVICE
TO RE-ORDER CALL

561-588-5110

RENTALS SERVICE SALES SUPPLIES

KEN EDDOWES

380 Leigh Road, West Palm Beach, FL 33405

Catherine VerSchneider
Research & Information Services

638 Snug Harbor Drive E15

Boynton Beach, FL 33435

561-737-2182

issf_cathy@yahoo.com

FREE CONSULTATION
1 800 575 8263

Patent Law Offices of Rick Martin, P.C.

416 Coffman Street
Longmont, CO 80501 USA

SEE WINNERS AT
www.patentcolorado.com

*Place your business
card here for only
\$6.67 per month!*

(annual advertising rate applies)

A Resource for Industrial Information

Search ThomasNet (<http://ep.thomasnet.com>), the most comprehensive resource for industrial information. Go straight to the source of product, company information, CAD drawings and more.

- Visit PartSpec® - Find over 1,000,000 pre-drawn mechanical and electrical parts and data that can be downloaded into your CAD system.
- Visit PlantSpec® - Find hundreds of thousands of pre-drawn plant-design components from leading manufacturers.
- Visit CADBlocks® - Find over 500,000 architectural and building parts from a single source for standard drawings and technical data.
- Business Service Center - Here you'll find information and special offers exclusively for Thomasnet.com users. Get competitive quotes on medical and dental coverage, access to attractive equipment financing options, discounts on industry reference books, and much more.
- Product News - Access current news on industrial product releases ranging from adhesives through waste handling equipment.
- Manufacturers Directory - Browse featured manufacturers by category. ❖

Proposed USPTO Fee Changes

USPTO's recent notice (5 June 2006) in the Federal Register (www.uspto.gov/web/office/s/com/sol/notices/71fr32285.pdf) proposed a 3.5% raise in patent fees beginning October 1st. The patent fee increase is driven by inflation, as measured by the Consumer Price Index.

On April 27, 2006, the Small Business Administration's Office of Advocacy, which is the voice of small business, sent a letter to **Jon Dudas**, the Director of the USPTO, opposing the proposed continuation rules. The entire letter can be accessed at www.sba.gov/advo/laws/comments. ❖

Prosper.com Microloans

Prosper (www.prosper.com) operates like both an auction site and an online dating service. It provides an eBay-like forum where lenders can evaluate hundreds of prospective borrowers, each seeking loans of \$1,000 to \$25,000, repayable over three years. The borrowers explain why they want the loan, Prosper provides information on homeownership, credit history and debt-to-income ratio, and the loan gets put up for bid at the maximum interest rate the borrower is willing to pay.

Lenders can bid in increments as small as \$50. One particularly enticing loan request for \$6,000 garnered 95 bids. The borrower, who had excellent credit, began the bidding at 9.75%. Toward the end, eager lenders competed to lend money at increasingly modest rates. The loan was shared by 39 different people at a final annual rate of 8.43%. So long as she doesn't default, the woman's lenders will receive 7%. ❖

Inventor Resources

- *The Counselor*, The Advertising Specialty Institute, NBS Inc., Bucks County Business Park, 1120 Wheeler Way, Langhorne, PA 19047; Arn Bernstein, Kaleidoscope Editor. The "insiders" trade magazines for selling your product as an ad specialty or premium.
- JournalSeek (<http://journalseek.net>) is the largest completely categorized database of freely available journal information available on the internet. Journal information includes the description (aims and scope), journal abbreviation, journal homepage link, subject category and ISSN.
- *Agency Sales*, Manufacturer's Agents National Association (MANA), P.O. Box 3467, 23016 Mill Creek Rd., Laguna Hills, CA 92654; Bert Holtje, Editor. This magazine is read by sales reps who might handle your product. Request a free copy.
- *Rep World*, 806 Penn Avenue, Box 2087, Sinking Spring, PA 19608; Albee-Campbell, 215-678-3361. This magazine is read by sales reps who might handle your product. Request a free copy.
- *Thomas Register of American Manufacturers*, Thomas Publishing Co., One Penn Plaza, New York, NY 10119. (33,000 pp. \$225) Lists 140,000 companies under 48,000 product headings.

The Advertising Specialty Institute (ASI) Show

The ASI Show was created for active ASI member distributors and suppliers and attracts more distributors than any other industry shows — with over 25,000 attendees. Offering a full education conference, networking opportunities and a manageable one floor/one hall show floor layout, *The ASI Show* provides a complete tradeshow experience. In five host cities per year (Orlando, Dallas, Las Vegas, Philadelphia and Chicago), *The ASI Show* has experienced steadily growing attendance since its inception in 1998, and is ideal for promotional product businesses searching for new ideas, new business relationships and more.

The ASI Show launched the Advantages Roadshow in January 2006, an all-new traveling show that provides opportunities for professionals in the ad specialty/promotional products industry to meet and conduct business on a local level. Over a 12-week schedule, the Advantages Roadshow brings together top industry suppliers and quality distributors and salespeople in nearly 60 top cities nationwide.

For complete show details, visit <http://www.asishow.com> or call toll-free 800-546-3300. ❖

Valuing a Business

If you are starting a business, selling your patent or licensing your product, you should value your business as this article cites. Use a search engine to find *Valuing a Business Is a Tricky Calculation* by **Kelley Spors**. ❖

Tips for Winning Those First Sales

Generating initial sales is among the toughest challenges for new businesses. Likewise, generating interest in your invention is the toughest challenge an inventor faces. Read *Tips for Winning Those First Sales*, written by **Sarah E. Needleman**. Find it using a search engine. ❖

IP Infringement on the Internet

Jaren D. Wilcoxson and **Sheryl A. Koval** summarize the basic trademark and copyright problems that may arise on the Internet, and offer practical tips for dealing with them when they occur. Use a search engine to find their article, *Protecting Your IP Against Infringement on the Internet*. ❖

What is a Manufacturing Representative?

Visit www.entrepreneur.com/article/0,4621,315448,00.html to find *Start a Business as a Manufacturer's Rep*. Here you will learn what a mfg rep (also known as an independent sales rep) does! ❖

How to Start Your Own Business

The number of tasks you need to complete and the information you need to track down before you begin a business can feel beyond overwhelming. To help you cross this hurdle, entrepreneur.com has compiled the basic information you need to begin your own business. From marketing and hiring employees to legal concerns and financing, you've got access to the best that they have. Visit www.entrepreneur.com/howto/startyourbiz. ❖

August is National Inventor's Month

A business card is an integral part of a good marketing plan. For its size and cost, it is probably the most powerful part.

--- Ivan Misner

Inventors Society of South Florida presents

Jacqueline Tadros, P.A.

Maintaining a Paper Trail

July 1st at 1:30pm

We're on the Web!

See us at:

www.InventorsSociety.net

Whirlpool Brand Mother of Invention Grant

Grant provides moms with the necessary business resources, such as seed money and expert advice, helping to make business dreams a reality. We welcome all new product innovation, invention, service or business ideas EXCEPT those about appliances or appliance components. Leave those ideas up to us and remember any appliance ideas will be disqualified. Visit www.whirlpool.com/custserv/promo.jsp?sectionId=697 for FAQ, rules and Entry Form links. ❖

Toy & Game Industry Foundation Conference

The Toy & Game Industry Foundation Conference is an annual toy, game and entertainment based educational Conference and Exposition targeting manufacturers, inventors, distributors, entrepreneurs, importers, buyers, media, industry services providers, sales agents and seasoned industry professionals. The event is scheduled at the Orange County Convention Center in Orlando from September 7-9, 2006. Learn more about it at www.tgifcon.com.

The three-day Conference features roundtable discussions, one-on-one consultations, speaker presentations of over 40 topics and intra-industry synergy seminars hosted by a speaking faculty of industry executives; impart their wisdom in a relaxed, noncompetitive atmosphere. The Conference will limited to 200 attendees.

The three-day Exposition features manufacturers, distributors, importers, buyers, and sales agents hosted by an industry leading show producer. For new and seasoned manufacturers it is an opportunity to showcase new and current product lines and have an opportunity to pre-arranged one-on-one meetings with buyers. ❖

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 as a result of contacts made at any ISSF activity, and/or through our newsletters, websites, or any other source not specifically stated. ❖

**Inventors News
July 2006**

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

Boynton Beach, FL 33424-4306
PO Box 244306

Inventors Society of South Florida