

Inventors Society of South Florida

Inventors News

February 2008

Inventors Society of South Florida, 3220 SW 15th St., Deerfield Beach, FL 33442

President's Corner

The Board of Directors thanks **Allen Bennett** and **Jim Davis** for their excellent presentations on January 5th. Local inventors gave a warm welcome to the speakers and asked several questions following their presentations.

Allen Bennett is a patent attorney with Silverman Santucci, LLP whose practice area is IP, patents, trademarks and copyrights. He worked with the Oklahoma Inventors Congress, providing members with free general advice on how to protect their inventions. He offered pointers on protecting your idea:

1. When you come up with an idea, keep a record of what you do.
2. Maintain confidentiality by getting contracts in writing.
3. Keep documentation including inventorship.
4. Have an agreement between inventors so that each inventor owns equally. Decide up front what you want to do with the invention in case the relationship falls apart later.
5. A good license agreement includes infringement.
6. Patent claims are most important. The USPTO narrows claims. Your attorney tries to broaden claims. After you get the patent, a prospective company evaluates the claims to work around so they do not have to work with you.

Jim Davis, President OEMS LLC, helps firms that have or are developing electronic products do a better job of outsourcing any of their manufacturing needs to a 'contract manufacturer'. Mr. Davis discussed considerations the inventor must make when deciding to outsource some or all of the manufacturing:

1. Figure out what your competency and personal interest are regarding the invention.
2. Decide to license, sell or build yourself; also total build or sub-assembly.
3. Develop strategic partnerships for lowest total cost.
4. Evaluate manufacturer on criteria including: your involvement in their design efforts, mutual trust, good process control, manufacturing performance, committed management, evolving together.
5. Business plan: costs, materials, labor, overhead, profit, sales commission, selling price, costs you can control.

It becomes clear that the independent inventor must wear many hats in the effort to capitalize on an idea. Inventing for profit is a business in itself because you have to immerse yourself in the same considerations as a brick and mortar business does. If you are not knowledgeable about the various aspects of business, then you must align yourself with strategic partners who will do the work in a reputable manner.

Thanks again to **Allen Bennett** and **Jim Davis** for the enlightening presentations!

Please plan on attending and submitting to our exhibition at the Broward County Library on February 2nd.

The Board of Directors has decided to reinstate password protection on the newsletter effective with the March issue. We see it as an important part of membership in the society and believe that the several months of free access is sufficient to attract new members.

Regards,

Albert Newman



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*Inventors Society
of South Florida*

presents

Inventor Expo

AT

*Broward County
Main Library*

February 2nd at 10:00 AM

The Inventors Society of South Florida, Inc. is a 501(c)(3) organization.

Mission Statement

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



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Manufacturing Outsourcing Considerations

'Outsourcing' – the mere mention of the word seems to upset many people these days. Perhaps people are confusing 'outsourcing' with 'off-shoring'. Outsourcing is simply the use of another firm to perform operations that a company chooses not to, or cannot, perform itself. When activities are outsourced to another country, it is referred to as off-shoring.

Few companies can actually handle all necessary tasks in-house, thus outsourcing is a natural part of any business. Outsourced activities include IT support, Human Resources functions, and marketing activities – just to name a few. The outsourcing of manufacturing requirements – specifically electronic manufacturing – is the subject of this article.

Not surprisingly, in today's high-tech world, more and more companies choose to outsource some, or all, of their manufacturing needs. And why not! Done right, the firm should see benefits in areas such as reduced product costs, higher product quality, better ability to adopt new technologies, improved asset utilization and risk management, and increased flexibility.

So-called startup firms have a tremendous number of things to deal with – not the least of which is their manufacturing strategy. They need to develop a business plan, attract funding, develop the product and a marketing strategy, etc. Many organizations provide assistance to these fledgling firms in areas such as financing, business planning, marketing, legal, etc. Rarely is there any emphasis on how the product is actually going to be produced and supported.

Because the costs of establishing and operating a fully capable manufacturing operation are extremely high, startups need to consider outsourcing at least some elements of their production requirements. Developing and implementing a successful outsourcing strategy starts with fully defining the company's needs. Once this is complete, the quest to find an EMS provider that can meet those needs begins. And, the sooner that this critical partner is identified, the better. The OEM should NOT wait until they have the product designed. The OEM must also consider what resources will be needed to manage New Product Implementation and the on-going, critically important, relationship with the EMS provider.

If this article hasn't given you enough to think about, then consider the added complications associated with outsourcing to another country (off-shoring). While there are certain types of products that are good candidates for being built off-shore (consumer items such as cell phones, for example), with proper attention throughout the design process, a large percentage of products can be built competitively and, I would argue, with higher quality here in Florida or elsewhere in the U.S.

I won't attempt to address this entire topic in this article. Suffice to say, the now-commonplace news stories of product recalls clearly demonstrate that off-shoring adds another layer of significant risk to the outsourcing equation. Beyond these obvious quality issues, you have language barriers and time zone differences to deal with as well as significant risk to intellectual property, cash flow challenges, and other 'hidden costs' that can quickly offset any unit price savings. While I am not a protectionist, I do believe that a very high level of due diligence is essential before, and after, making the decision to go off-shore.

Whether you already outsource, or are just considering doing so, take the time to understand your needs, develop a strategy, find the right partner, and then optimize the results.

Jim Davis is President of OEMS LLC, a consultancy focused on optimizing new, or existing, outsourced manufacturing strategies. Jim has nearly three decades of experience in the contract manufacturing sector, including managing one of the Top 100 EMS providers worldwide. For more information, please visit www.OEMS-INC.com or e-mail Jim at JDavis@oems-inc.com. ❖

Put Your Product on the Market by Going through the Back Door

Paul Niemann, www.MarketLaunchers.com

I spoke with a successful inventor and MarketLaunchers.com customer last week about the possibility of representing other inventors who have created products in the same industry.

It got me thinking that this would be a good topic for our humble little newsletter. He licensed his invention to a sporting goods company and now has 26 companies that distribute his invention. I suggested that he start to represent other inventors.

Why would it make sense for you as an inventor to find and approach other successful inventors like this one to see if he would rep your product? There are at least 3 good reasons:

1. *He knows the industry* and its main companies, including which companies are open to looking at new products from outside inventors.
2. *He has relationships* established with his manufacturer and the 26 companies that distribute his invention. Some of these companies have already asked him if he has any other products to license.
3. *Some companies prefer* to deal with established vendors who have multiple products. This makes sense when you realize that a retailer would rather deal with 50 vendors, each of whom has 10 products each, rather than 500 one-product vendors. Think of the amount of man hours and paperwork that this saves.

Why would it make sense for the inventor to rep other inventors' products? Because of what is likely to happen next: When a product becomes successful, it gets knocked off. So, the next step is to have a second and then a third product to bring to the market, in order to stay in business for a long time.

The \$64,000 question is then: How do you find successful inventors to see if they would rep your product?

- Look at new products that are in the stores where your product could be sold.
- Conduct Google searches in your industry
- Read your industry's trade magazines because they sometimes have stories of new product launches. There's a successful inventor or company behind every one of them.
- You can also contact the sales reps who supply the stores in your industry with products. They already have relationships established with the manufacturers that they sell for, and they might be able to get you a meeting with a key decision maker at that company.

Paul Niemann runs MarketLaunchers.com, building web pages for inventors. Having your own web page allows you to show your invention to companies when you're unable to present it to them in person. It serves as your "online brochure." Contact him at 800-337-5758 or 217-224-8194. ❖

Startup Basics with Brad Sugars

Visit www.entrepreneur.com/columnists/bradsugars to access his column archive including:

- *3 Ways to Get Expert Advice.* Consultants, business coaches and even seminars can nip problems in the bud.
- *The 6 Biggest Mistakes in Raising Startup Capital.* Avoid these traps to increase your chances of securing funding and keeping investors happy. ❖

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

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

Government Contracts

Government contracts can be a great source of business revenue for both new and established businesses. But to get those contracts, you have to understand the process and how to navigate it successfully.

Wherever you are in developing your business, www.womenbiz.gov can help you do business with the federal government. You'll find useful information and links specifically focused on the woman business owner interested in doing business with the federal government. ❖

ISSF Meetings

ISSF meets at 1:00 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 *ModComp* 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 *ModComp* 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 *ModComp* 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 *ModComp* sign).

Contact:

Eva Thomas 561-395-7615
etboca@hotmail.com



News From Cathy's Desk

When you buy a television set, you are armed with requirements to narrow the choice. Most likely, you have read product reviews, product specifications and glossy ads. Perhaps you want a wall-mounted unit that is no larger than the 36x48 inch space you have chosen. You want to have connectors to access special video inputs your family members require. Of course, you want a sharp image and great speakers to deliver the audio. A half-hour spent reading the Sunday paper or an online search, tells you where you will find televisions that meet your requirements.

Why would you take so much time to figure out how to obtain a television for \$800-\$3000, but NOT spend:

- \$60 for a membership in a local inventor society
- \$100 for business plan software to determine viability of your product.
- \$300-\$400 for an invention evaluation.
- A day at a trade show relevant to your idea or product.
- An afternoon at a free inventor expo where you can display your product.

Many inventors spend thousands of dollars to:

- Get a US Patent with their name on it, yet never bring the invention to market.
- Have an invention promotion company do everything for them.
- Build a prototype that may not be required or may no longer reflect the necessary functionality.

Why?

In this newsletter, we provide information to help you find success with your invention efforts. While you must make your own decisions, always get input from several sources before paying for services. When you participate in your local inventor society, you network and learn about the invent-to-market process.

Stephen Key, who is discussed in the side bar of page 6, offers an education to inventors who seek financial success with their ideas. While the cost of the information seems high, apply the perspective of the project cost. You want to spend some money up front to determine if your idea is a viable product.

Before you even get started with an idea, avail yourself of Mr. Key's free tele-seminars! Register at www.inventright.com. Attending is as easy as making a phone call. Just call and listen. You can also listen using www.Skype.com. Recent seminars include:

- *Get Your Idea On National TV, Radio & Print*
- *Forget The Patent, Forget The Prototype*
- *Get your questions answered! 60 Questions, 60 Answers in 60 Minutes – coming February 6th at 9:30 pm eastern time; registration available soon.*

If you seek financial success as an inventor, then learn more about Stephen Key's methods. Shelley Hunter, a Mom Inventor, shares her experience...

"I realized that licensing is a more cost-effective way to bring products to market, particularly for a stay-at-home mom like me. Stephen taught me to see products from a retailer's perspective (cost, shelf space, customer understanding) and to translate that information into the all-important "Benefits Statement." And he teaches you how to do it all with minimal investment. But, the most important thing I learned from Stephen is to keep putting products out there - to learn from the experience and try again.

I licensed my second invention, Shoe Clues, with almost no investment and about five hours worth of work. I now have four licensed products with several other products in development. And my income exceeds my investment on each product."

— Shelley Hunter, Mom Inventor

Entrepreneur's World Conference & Expo

The 'Take Charge of Your Destiny' Entrepreneur's World Expo & Conference™, is scheduled for Tuesday, April 22, 2008 at the Harborside Event Center, located at 1375 Monroe Street, in beautiful downtown Fort Myers' River District, from 9 am – 4 pm. The 'Take Charge of Your Destiny' Entrepreneur's World Expo & Conference™ will bring together aspiring entrepreneurs and businesspeople alike, from around Florida and the US, who are searching for all sorts of business opportunities, whether it's Network Marketing, Direct Sales, Party Plans, Franchises or an established business to buy.

The expo and conference will provide a variety of workshops presented by other special guest speakers, where entrepreneurs will learn how to write business plans, apply for business loans, meet face to face with angel investors, bankers, representatives from SCORE, SBA and or the SBDC, in addition to learning about business grants, taxes, advertising, E-Commerce and much more. Business vendors and exhibitors will have the opportunity to target market their products and services to reach a vast niche audience.

We have information available regarding exhibitor registration and sponsorship for your review and consideration. Contact **Bob Encarnacion** directly at 239.243.6253 (cell) or at 239.283.4074 (office) to discuss the details of the benefits of sponsoring or exhibiting at the 'Take Charge of Your Destiny' Entrepreneur's World Expo & Conference™. ❖

Inventor's Notebook

While you may be tempted to buy the latest electronic gadget to record and organize your findings, all you really need--and should use--is a bound notebook and a pen. The only required element is that it contain bound pages that can't be temporarily removed (no loose-leaf binders).

Why? As you move forward in the invention process, you'll need to record your progress chronologically. This includes your own thoughts about your idea and your plan of action, as well as any and all conversations you have with others, especially potential business contacts like engineers or manufacturers. Be sure to date these conversations and detail them in your notebook to protect yourself.

- As recommended by the U.S. Patent and Trademark Office, your dated notebook will act as a record to validate your progress if there are any future problems or discrepancies (or if someone tries to steal your idea).
- If someone is working independently from you to develop a similar idea, patent rights are granted to the person "most actively developing the product." Your notebook will provide a detailed record of your progress with dates attached to each step you take.

Include the following information in your notebook:

- Primary function of the invention
- How you thought of it
- Description (size, shape, materials, features contributing to function)
- Problems it solves
- How it works
- Drawings and other visual aids
- Possible names for your invention.
- Contacts made in relation to your efforts (designer, for example). ❖

Stephen Key, Successful Inventor

Stephen Key offers his system for you to make money on your idea. Considering the time and money spent *chasing your dream*, why not invest at the beginning of your pursuit to learn successful ways to *materialize your dream*. For details, visit www.inventright.com. The system includes:

- *How to Create a Marketable Product*: The creative process; refining ideas; feedback; research
- *Bringing Your Product Idea To Life*: what's necessary; one sentence description; drawings; prototypes
- *How to Protect Your Ideas*: Personal patent experience; patent and patentability; Background research; choose a patent attorney; hidden costs; the reality of rejection
- *How to Make Contact*: why we hate cold calling; hit list; getting the right phone number; what to say - the fast ball pitch
- *Submitting Your Product*: face to face meeting not required; understanding Corporate America; take a picture; learn from "No"
- *Licensing vs. Manufacturing*: factors to consider; risk assessment; ask around; where's the money?
- *How to Negotiate*: business terms of a license; advances; royalty rates; guarantees; performance requirements; territories
- *Signing a Contract*: review and sign a license; boiler plate language; termination clauses; patent ownership; patent protection / policing; attorney input; contract management
- *Policing Your Invention*: keeping tabs on licensees; stay in touch with the market; read trade magazines; what to do when ripped off
- *Lawsuits, Who Wins*: real cost of litigation; assess what you want before you sue; pursue other methods; plan for the long haul; negotiate with your own attorneys
- *Don't Quit Now, It's a Numbers Game*: review what you have learned; don't stop with one product; submit, submit, and submit; financial reward lies with multiple licenses; manage your product ideas ❖

The Big Business Contest

Two Grand Prize Winners will get a prize package that includes: \$5,000 in cash, 120 days of business- and wealth-building mentoring from the BIG Business Transformation Team, and complimentary inclusion in an exclusive wealth and business building retreat), Maui Mastermind™ (\$30,000 admission fee for two) including resort accommodation and meals in Maui! Learn more at www.allbusiness.com/4968232-1.html. ❖

Downloadable IP Forms

Go to www.allbusiness.com, select Forms & Agreements, and click Intellectual Property. You will find a list of 40+ forms under the following sub-heads: Intellectual Property Documents, License Agreements, and Confidentiality & Non-Disclosure Agreements. These are not free forms. This website (www.allbusiness.com) offers many free articles on starting a business. Learn how to research your business opportunity, incorporate, and obtain financing. ❖

HP Offers Free Online Classes

Inventors should always be on the look out to improve their computer skills. To that end HP offers FREE on line classes. They include courses in word, excel, power point, website design (which can translate into brochure design), Photo shop, just all sorts of things. For some (like word and excel) they run beginner, intermediate, and advanced versions.

They can be a one-time course or run for several weeks with each chapter coming out once a week or every two weeks. If you take the test at the end of the chapter and complete all the chapters you can print out a certificate for the course. Go to www.hp.com and click on free classes. ❖

Ausinvent

The online Innovation Advisory Service (www.ausinvent.com) helps inventors/innovators build on their bright ideas. At ausinvent you'll find all the latest news and events, access to free and subsidized innovation services, an online exhibition showcasing the latest bright ideas, self-assessment software to help gauge the likelihood of success of your new idea, and a selection of useful links. ❖

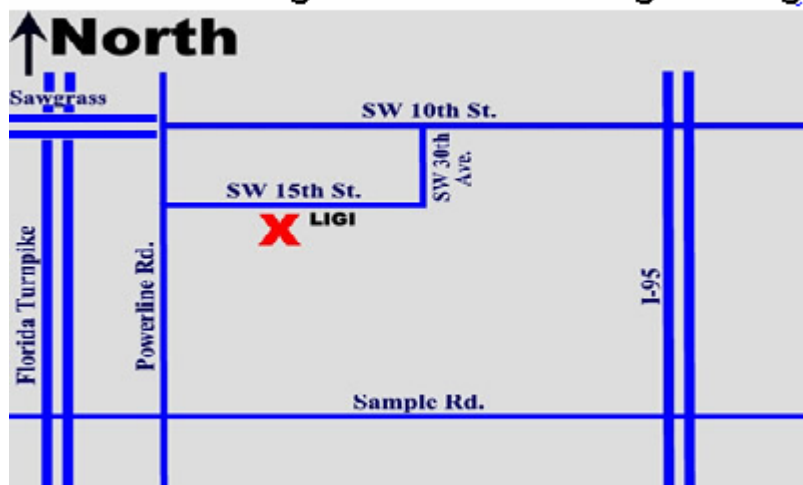
Inventors Spotlight Exhibit in Las Vegas

Sign up for the special "Inventors Spotlight" exhibit area at the National Hardware / Lawn & Garden Show held May 6-8 in Las Vegas. Register for a booth at www.uiausa.org/uploads/inventor2008NationalHardwareShow.pdf. Learn more about the show at www.nationalhardwareshow.com. When exhibiting, you get:

- A 5' X 7' booth furnished with carpet, pipe & drape, skirted table & chair(s) in an area devoted to inventors' products/prototypes.
- The opportunity to compete in the New Product World for prizes. This is the area most visited by attendees to the show looking for new products to license, manufacture or distribute.
- Tickets for you and one other person to manage your booth. This is a closed show for industry buyers and sellers.
- Free inventor sessions all day on Wednesday during the show.
- Opportunity to apply for one-on-one Open-to-Buy appointments with your chosen manufacturer/retailer. Appointments are limited. Meetings are confirmed at the discretion of the retailer. Contact **Rich Russo** at 203-840-5866 or email rrusso@reedexpo.com
- You will be entered into the Inventors Spotlight Contest for the chance to win several awards being given.
- Exposure to national media attention during the show; last year they came around to certain inventors' booths to film/record for news stations and other TV and radio programs.
- Listing in the National Hardware/Home & Garden Show directory.

Cost of the Exhibit booth is \$1,595. for first time exhibitors. This is a fabulous rate since those exhibiting in the rest of the show are paying \$5,000 to \$10,000 for their 10 X 10 booths. Their chairs, electrical, table, carpet, etc. is extra. ❖

General Meeting at LIGI Tool & Engineering



First Saturday of Each Month at 1:00 p.m.

LinkedIn.com

LinkedIn is an online network of more than 17 million experienced professionals from around the world, representing 150 industries. When you join, you create a profile that summarizes your professional accomplishments. Your profile helps you find and be found by former colleagues, clients, and partners. You can add more connections by inviting trusted contacts to join LinkedIn and connect to you.

Your network consists of your connections, your connections' connections, and the people they know, linking you to thousands of qualified professionals.

Through your network you can:

- Find potential clients, service providers, subject experts, and partners who come recommended
- Be found for business opportunities
- Search for great jobs
- Discover inside connections that can help you land jobs and close deals
- Post and distribute job listings
- Find high-quality passive candidates
- Get introduced to other professionals through the people you know

LinkedIn is free to join, although paid accounts give you more tools for finding and reaching the right people, whether or not they are in your network.

LinkedIn is located in Mountain View, California and is funded by world-class investors including Sequoia Capital, Greylock, the European Founders Fund, and Bessemer Venture Partners. ❖

Thank You Message from Jim Davis

I wanted to say 'Thanks' for allowing me to speak at your meeting. You have a very dynamic and creative group... I really enjoyed the event.

In case your group is interested, there are three TV shows that I watch that are rather inspiring/motivational/educational. All deal with the entrepreneur and usually share success stories and offer advice. They are:

- *Your Business* (Sundays, MSNBC) One of my favorite parts of this show is at the end when an entrepreneur gets 60 seconds to make their 'elevator pitch' to a couple of 'experts'. Even if the experts don't express much interest, it is a phenomenal opportunity for the entrepreneur to get national exposure for their venture.
- *Small Business School* (PBS).
- *The Big Idea* (daily, CNBC).

Jim Davis, President, OEMS LLC - Outsourcing consultant for the OEM

"Let OEMS focus on your outsourcing while you focus on your business!"

Phone/fax: (321) 729-4254; cell: (321) 223-9982; JDavis@oems-inc.com; www.OEMS-INC.com ❖

Dell's ReGeneration Design Competition

The Dell ReGeneration International Green Computing Technology Design Competition invited individuals to create a broad range of design concepts and innovations for technology products that demonstrate refreshed approaches and responsible solutions for green computing technologies. 5 top finalists will be awarded prizes of 10,000 USD each. Deadline April 2nd. For more information, visit www.dell.com/designregeneration. ❖

Selling to Target

Margie Zable Fisher is offering a special report: *Skyrocket Your Sales by Getting Your Product on the Shelves at Target* at www.zfpr.com/target.htm. The cost is \$49. If Target is your goal, then buy it .

According to the website, you are covered by a risk-free guarantee, so if for any reason you are not happy, you can ask for a full refund anytime within the next 90 days. ❖

Entrepreneur Online

If you subscribe to Entrepreneur magazine online, you get a free trial issue plus Entrepreneur's Instant Startup Guide. Go to www.entrepreneur.com. ❖

Networking Articles

The founder of Business Network International reveals the secrets to networking success at www.entrepreneur.com.columnists/ivanmisner. ❖

Green Festivals

Green Festivals celebrate what's working in the communities, for people, for businesses and for the environment. Here, green means safe, healthy communities and strong, local economies. Green is the color of hope, of social and economic justice, of ecological balance. Visit www.greenfestivals.org. Coming events:

- Seattle on April 12-13
- Chicago on May 17-18
- Washington DC on Nov 8-9
- San Francisco on Nov 15-16 ❖

Make Your Difference Contest

The aim of Make Your Difference contest is to inspire as many young people as possible to impact their world. The contest planned in 25 major centers across Canada for the 2007/2008 debut year. Get Your Idea Noticed to create a new possibility that no one has before. Deadline Feb 15th. Learn more at www.makeyourdifference.com/timeline.html. ❖

Member Dues !

Member dues are due in January. Please pay at the sign-in table when you come to the meeting. Your dues enable us to offer the monthly newsletter and pay office expenses. Networking opportunities and industry experts are available through our meetings. Annual dues are a small investment that saves you money!

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AT

Broward County Main Library

February 2nd at 10:00 AM

We're on the Web!

See us at:

www.InventorsSociety.net

James Richardson, ISSF Speaker in March

Mr. Richardson is an Industrial Designer who has developed numerous products as the principal in a new product development consulting office in Fairfield County CT serving corporate and entrepreneurial clients in the greater NYC area during the 80s and 90s. In 2000 he moved to southern Maine to work without staff as a consultant, as a licensor, and as a start up inventor/entrepreneur.

His talk will cover the process of identifying a product need, researching the concept, and how to develop the product from idea through prototype development, sourcing and contract manufacturing. He will discuss financing options and various strategies to advance the product to the marketplace or to licensing.

He will illustrate his talk with examples of past projects and will discuss why some were successful as products and new businesses, and why some failed.

Mr. Richardson was a past president of the Inventors Association of CT, has been awarded 15 US patents, and has been a guest speaker at the University of CT MBA program at the University of Maine Law School, at Yankee Invention Expo and at other inventor organizations in the US and Canada.

Some examples of past projects and products can be viewed at www.richardson-assoc.com. ❖

Newsletter Disclaimer

The Inventors Society of South Florida, Inc. (ISSF), a 501(c)(3) organization, 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. ❖

Inventor News
February 2008

To receive the newsletter via email, send your email address to designal21@bellsouth.net. For those without email, hard copy of the newsletter will be available at the monthly meeting.

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Deerfield Beach, FL 33442