The IEEE Ottawa **Alliance of IEEE Consultants Network** (AICN), the **Joint Chapter of the Technical Management Council, Professional Communications Society, and Society on Social Implications of Technology** are pleased to continue the series of 8 interactive webinars on starting and managing a consulting firm.

The next session starts in September 2016 and will cover the remaining modules:

Module 6: Portfolio Management

Module 7: Successful Personnel Management

Module 8: Key Performance Indicators

These webinars are made available at no charge to IEEE members and non-members; please register using the links below.

The webinars start at **7:00PM EST;** details on how to access and web links will be provided during registration.

Note: Inclusion of these webinars does not in any way constitute an endorsement by the IEEE.

**Presenter Bio**

Kayne is the professional services director for a worldwide platform company. He regularly writes for PSVillage.com and the Washington Technology Industry Alliance about his experience managing a worldwide professional services organization after having spent 20+ years as a traveling information security consultant. If you have the calling to create and manage an exceptional professional services firm, he has created online training and holds monthly webinars based on best practices and first-hand experiences.

**Module 6: Strategic Portfolio Management**

This webinar is at **Wednesday, Sept 14, 7 PM EDT**.

[http://www.kaynemcgladrey.com/events/2016-9-webinar-strategic-portfolio-management](http://www.kaynemcgladrey.com/events/2016-9-webinar-strategic-portfolio-management%22%20%5Ct%20%22_blank)

Strategic Portfolio Management

What you’ll learn:

If all of your prospects need you to create a custom Statement of Work and a quote for them, your success is limited by how many hours you are willing to spend just writing Statement of Work documents instead of delivering billable work. And all your other job duties, too, like scheduling future projects, redlining contracts, or handling invoicing and billing. You probably did not sign up for sixteen-hour workdays, though.

It would be ideal if you instead were able to identify specific clients who you should individually be pursuing. Once you have delivered similar projects, you should also be able to create packaged services so that you do not need to create a custom Statement of Work for every client. That is strategic work. You will not get to do that often enough at first, but if you do it right, you can move away from at least some of the tactical, day-to-day work and set up for your future.

In this module about Portfolio Management, we’re going to talk about three secrets. These are things I wish I had been told the first day I was promoted into Professional Services management, but they aren’t. All of these are best practices that have appeared in multiple whitepapers and a couple of books on Professional Services management, and they’re the kind of thing that successful Professional Services managers learn to do after years of trial and error.

 **Module 7: Successful Personnel Management**

This webinar is at **Wednesday, Oct 12, 7 PM EDT**.

[http://www.kaynemcgladrey.com/events/2016-10-webinar-successful-personnel-management](http://www.kaynemcgladrey.com/events/2016-10-webinar-successful-personnel-management%22%20%5Ct%20%22_blank)

What you’ll learn:

- How success starts with hiring

- Driving results with commissions and bonuses

- Personnel development with coaching and reviews

  **Module 8: Key Performance Indicators**

This webinar is at **Wednesday, Nov 16, 7 PM EDT**.

[http://www.kaynemcgladrey.com/events/2016-11-webinar-key-performance-indicators](http://www.kaynemcgladrey.com/events/2016-11-webinar-key-performance-indicators%22%20%5Ct%20%22_blank)

Key Performance Indicators

What you’ll learn:

- Bookings, billings, and backlog

- Outcomes from engagements

- Staffing indicators