

## Chairman's Message

I wish each of you a Happy New Year filled with good health, success and career fulfillment.

I am pleased to announce that in slightly more than two years, TENG has grown to 2,000 members and has doubled in size in the past year. This growth aside, our most significant achievement has been the beginnings of its maturing from an on-line forum that exchanges job leads to a volunteer organization that is gradually beginning to broaden into a community of friends. I have to admit that when I planned TENG and launched it in the fall of 2001, I had no idea how large it would be now or whether its model would sustain. I am very encouraged and pleased with your support and look forward to a new year of providing additional services. Let's review the accomplishments past year:

- TENG has grown to fifteen local chapters and is organizing two new ones, in San Diego, CA and Minneapolis, MN.
- Thanks to the efforts of some members of our Long Island, NY Chapter, which is barely six months old, we have launched a national Web site, [www.theteng.org](http://www.theteng.org). It is both a source of information and pride for all members and is a tribute to their volunteer spirit and efforts.
- TENG now has organized an Admin Group which assists members in resolving technical issues with our Discussion, LeadShare and Chair Groups. It is staffed by eight or nine TENG members who voluntarily provide this on-demand support on a weekly rotating basis.
- Many of our members have landed senior IT executive positions with a variety of companies. Some have found their new position on the other side of town while others have found opportunities on the other side of the country. One of our members landed in Australia. Some found their new opportunities through TENG leads, others credit TENG with having taught them how to network more effectively to find their latest opportunity.
- Most of our landed members found their positions through networking, which validates our concept and reason for being.
- TENG is gaining more recognition in the business world. At the chapter level, we are collaborating with other networking groups with joint meetings, summits and networking/social events.

What is on the horizon?

- Creation of Special Interest Groups. We are preparing to launch a Financial Services SIG and will also launch three CIO SIGs. Future SIGs will be both position specific and industry vertical specific, including financial services, consulting, etc. We are building a community of professional friends who can provide knowledge, experience and expertise to help Alumni Members decide a course of action to solve business and technology problems when a need arises at a moment's notice. SIGs will add value to Alumni Members while providing professional stimulation to our Active Members. They will encourage more focused networking as well.

- Increased interaction and cooperation with our colleagues in the Financial Executives Networking Group (FENG), the Marketing Executives Networking Group (MENG) and the Strategy Executives Networking Group (SENG), as well as regional groups such as the Greater Philadelphia Senior Executive Group (GPSEG). We have exchanged leads and conducted joint meetings with these other organizations on a chapter and regional level. FENG members have proven to be a constant source of new TENG members. Interacting with colleagues from other disciplines gives us new perspectives and approaches and reinforces our existing ones.
- Expansion of our Web site as time and resources allow.
- Create a Peer Resume Review Committee. This will be comprised of a group of TENG members who volunteer to critique the resumes of fellow members. This not only will foster more bonds of friendship, but will provide another means for networking and exchange of ideas.
- Continue membership growth and create new chapters. Some of our chapter chairs are actively working to recruit employed IT executives who will provide both professional stimuli to our Active Members in transition, as well as offer valuable contacts for new opportunities. At the least, we will collectively seek ways to retain our Alumni Members by providing value to them.
- Our Philadelphia Chapter has created a subsidiary networking group for IT professionals who are not yet at TENG level, but who have potential to achieve it. Their efforts should serve as a role model for other chapters who wish to give back to their local IT community.

What can you do to help TENG?

- Nominate new members! Wherever they are and whenever you meet them, if they qualify for membership, don't fail to nominate them. This will build our lead traffic and diversify our membership to help us create more career and industry verticals for new Special Interest Groups to improve member payback.
- Share leads. Don't assume that because a lead is on the Web that everyone has it or that it is worthless. Someone will fill it. Let's make it a TENG member. Never be too proud to pursue a lead or a contact.
- Attend local chapter meetings. If a local chapter doesn't exist, start one, contact colleagues and nominate them for membership. Two of our largest chapters, Dallas-Ft. Worth and Atlanta, started with a few dedicated, enthusiastic people.
- Participate in local chapter activities. Help find interesting speakers. Offer help to other members who request networking contacts, resume advice and the like.

Most worthy of note is that all of our accomplishments and growth have come from our members and chapter chairs. The future success of TENG will also be contingent upon the volunteer efforts of its members. While our new services may not debut as rapidly as you would like, please understand that I also have a "day job" and am responsible for helping Bruner Consulting to meet its goals. Our

recruiting business, while gradually improving, is still slow. If you want to propose additional services and efficiencies, please also suggest how to achieve them with minimal effort and little / no expense. Also bear in mind that I must consider issues such as processes, governance and cost and how they will impact us in the future.

Finally, I am unable to express my gratitude to those members and chapter chairs who contributed greatly to our growth and success in 2003. Special thanks also go to Bruner Consulting Associates, Inc. who support TENG and its activities and help me to make it work. We would not have achieved what we did without everyone's contributions. TENG has a great future ahead. Keep networking and stay active. This New Year shows greater hope and promise than did 2003. May we all have a great 2004!

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