

TENG Needs to Grow and It Needs Your Help

Our membership is rapidly approaching seventeen hundred and I launched TENG twenty-two months ago. At the end of our first year, we had eight hundred fifty members. We have now doubled our size in just ten additional months. If I have ever been complacent about the size of TENG, that feeling was shattered on the evening of August 27 when I attended one of the eXecutive Open meetings at Bryant Park in NYC. Within the messages of the Discussion Group, you will see periodic announcements of these events, which are not only for TENG members, but also for our financial and marketing counterparts in FENG and MENG. Thanks to the efforts of TJ Cardenas, co-chair of the TENG Long Island Chapter who conceived and organized these meetings, along with the active support of Michael Gluckman, Long Island Chapter founder and co-chair, Bridget Thexton and Gary Guttman, NYC Chapter Founders and Co-Chairs, Richard Knaster and Kevin Kilgore, Princeton Co-Chairs, as well as Steve Kramer, Erin Cody and Peter Schay, Stamford Co-Chairs, along with their FENG and MENG counterparts, these meetings have brought together hundreds of people from all three groups to raise our level of networking to new heights. I was awestruck at the turnout on August 27th. I believe I personally greeted and met forty to fifty TENG members from five NYC metro chapters all in one location in a two hour period in addition to MENG and FENGers. I never could have done this without spending countless hours in traffic to attending chapter meetings, which made my job more pleasurable and easier. These eXecutive Opens have been so successful that their organizers have extended them until the end of September. Now, other chapters are inquiring about how to launch similar events. To do this successfully, we continually need to add more new members.

We have very strong active chapters in Dallas-Ft. Worth, Atlanta and Philadelphia to name a few. Some of our other chapters, such as Northern California, South Florida and Ohio are putting up a valiant effort but are not growing as rapidly as they would like. While their members are eager to network and organize, they are too geographically dispersed to meet conveniently or there are not enough members in any one location within a region to form a local group. In some cases, members drive two hours one way to attend meetings. To solve this, we simply need more people in these and other major populated areas, which will then allow us to offer multiple chapters, much as we do in the NYC metro.

To achieve my goals, I have always believed in “standing on the shoulders of giants” and giving credit where and when it is due. In this case FENG is the giant. I visited the FENG Website (www.thefeng.org) and reviewed its chapter list. If we could establish TENG chapters in all these same locations or build out those we already have, we could raise TENG to new heights in networking, job lead sharing and other services. FENG is ten times as large as TENG but its members’ spirit of cooperation and mutual assistance is impressive. Imagine if we had chapters in each of the FENG locations. The CFO – CIO synergy would be leveraged on a whole new level that should enhance working relationships for years to come.

I am asking each TENG member to nominate at least one new member over the next month. Nominees must fit our member profile, but you may nominate business colleagues in other parts of the country; not just local contacts. I am asking our FENG counterparts to nominate new TENG members as well. Below you will see a list of cities and locations where FENG chapters exist, but where TENG does not

have chapters. Assuming that Matt Bud distributes this newsletter to the FENG membership, I am asking FENG members in these cities, who must know senior IT executives to help us by nominating members who will organize new chapters. I hope that FENG members will continue to be the excellent and consistent source of new TENG members that they have been since our launch. Here is the list of locations where we need to establish TENG chapters:

Austin, TX	Paris, France
Baltimore, MD	Phoenix, AZ
Charleston, SC	Pittsburgh, PA
Charlotte, NC	Portland, OR
Cincinnati, OH	Raleigh, NC
Cleveland, OH	Rochester, NY
Denver, CO	St. Louis, MO
Detroit, MI	Salt Lake City, UT
Ft. Lauderdale, FL	San Diego, CA
Jacksonville, FL	Seattle, WA
London, England	Tampa, FL
Minneapolis, MN	Toronto, CA
Nashville, TN	Tucson, AZ
New Orleans, LA	Washington, DC
Orlando, FL	

I am certain there are other potential locations for our expansion, but these are a good start. If we double in size, that will mean more leads being shared, more networking events and more members landing. We are building a network of friends. We will help, support and guide each other not just through our immediate challenges but also through our career journeys. TENG has reminded me many times that our problems are easier to confront when you have an army of friends standing with you. A larger TENG will encourage greater cooperation and will help to reduce the transition time of its members, while allowing them to remain connected to a growing, vibrant network of friends and colleagues.

I am looking forward to your nominations and wish to pay special thanks to Matt Bud, Chairman of the FENG for his wisdom, support, assistance and guidance.

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