

# WHY DID I START CONSULTING

- 80" snow, -30° degrees, and 40 mph winds
- Disassembled Wavetek - shipped to arctic
- Job depression
- Spent too much time sailing for regular job

**MOST IMPORTANT  
TIRED OF DEALING WITH  
POLITICAL IDIOTS**

# Why Did I Teach

- Like the academic environment
- Can connect to students
- Problems can develop
  - More grant money than the rest of department as phd candidate
  - Spend more time writing papers than teaching
  - Promotions dependent on money brought in rather than teaching ability.

# CREDABILITY vs. OUTDATED OLD FART

- Demonstrates you are at the state of the art
- Demonstrate abilities in fields that did not exist when you obtained your academic credentials
- Maintains your skills to maintain control of large meetings and connecting to your audiences

----- Negative -----

- Ties you to fixed time schedule
- Must be a consultant – not contractor with fixed schedule

# CREDITABILITY IN LEGAL PROFESSION

- The only consulting where age is a positive attribute
- In a court of law you are “well versed in your field”
- In patent law – must stay current ie
  - Leahy-Smith America Invents Act
  - IPC – article 100, 101, 102
  - Difference between declaration / deposition
- Are usually very welcome a legal meetings – many times you will “hosted” very well
- PhD is a necessity when dealing with patent trolls

# FINDING NEW WORK

- If you do the job right you will not be needed to solve the problem again.
- As time “passes” in to many cases your contact leaves the company and unfortunately the company retains the problem person. The company promotes him/her to the decision making process and it is time to find a new client.

# WORKING YOUR SELF OUT OF AN ASSIGNMENT

- If you do the job right you will not be needed to solve the problem again.
- As time “passes” in to many cases your contact leaves the company and unfortunately the company retains the problem person. The company promotes him/her to the decision making process and it is time to find a new client.

# USING LINKEDIN

- Sign up for groups
- Comment in discussions
- You will be challenged by the “most active members”. In ECM, DSP the active bloggers are usually technically, very low level.
- Stick to your guns – describe in detail as a prof would in a class
- People will check your academic credentials
- Usually 7 to 10 blog postings will result in work.

# NEWLY GRADUATED STUDENTS

- Treat students with respect
- Ask questions in class labs which enables the student to solve the problem with answers
- Reenforce the students to think – regardless of the problem you will always help the student even if it is not related to your class

----- Reward -----

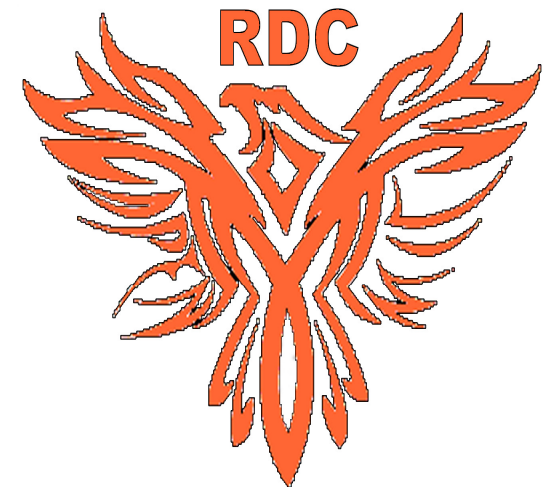
- Guess who the ex-student will remember when his group hits an “unsolvable problem”



# BENEFITS OF TEACHING

- Conferences and trade shows discounts
- Papers more easily accepted
- Participate in community events as a professor - more people will talk to you
- Help Kickstarters, and Startups in meetings
  - Meetup
  - EvoNexus
  - Score

# TECHNICAL POSITIONS IN STARTUPS (CTO)



QUESTIONS ?

Please do not throw tomatoes at

Dr Old Fart

