

Re: Herd instincts?

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- *From:* bill.sloman@xxxxxxxx
 - *Date:* Fri, 23 Nov 2007 17:45:15 -0800 (PST)
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On Nov 24, 1:11 am, John Fields <jfie...@xxxxxxxxxxxxxxxxxxxxxxxx> wrote:

On Fri, 23 Nov 2007 03:47:11 -0800 (PST), bill.slo...@xxxxxxxx wrote:

On Nov 23, 3:20 am, JosephKK <joseph_barr...@xxxxxxxxxxxxxxxx> wrote:

So hang out your shingle and go consulting, if your skills are near what you say they are you should not have any trouble getting all the business you want.

Try it sometime. I might have done better if I'd spent serious money on advertising my services, but I really couldn't see where I could get the message to the sort of people who might have used me as a consultant, and I could see that I could waste a lot of money if I failed to hit the right audience.

LOL, That's probably the single most lame excuse for not getting off your ass and beating the bushes I've ever heard.

Who are the sorts of people you want to go see and tell about your remarkable "talents"?

Principals of big companies because you think that anyone else is beneath you?

What sort of cloud-cuckoo land do you live in?

Principals of big companies don't have a clue about the sort of detailed engineering that I work on and could reasonably expect to sell. I did get to know the managing directors of most of the

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companies I worked for, but mainly because I knew weird stuff that the other engineers hadn't been exposed to, which isn't really a saleable skill.

Purchasing departments know even less about detailed engineering, and never got to select sub-contract designers at any place where I've worked, though they often did negotiate the contract details, with a lot of input from engineering .

Save your lame advice for people who know even less than you do.

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Bill Sloman, Nijmegen

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