



Are you the missing piece?<sup>TM</sup>

# ConsultantRegistry.Org

Serving Security, IT & Communications Consultants

## Newsletter

Summer 2009

www.ConsultantRegistry.Org

An Organization for Consultants by Consultants

Volume 1, Issue 1

### Special points of interest in this issue:

- Your organization on the move.
- New updates and announcements.
- What's next for CRO.
- Become a supporter
- You make the organization stronger with your interest, input and participation..

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### Thank You for Joining!



Thank you for joining ConsultantRegistry.Org. A couple of things have been a long time in coming. First, is this personal welcome to our site and second is how to get the most from ConsultantRegistry.Org .

ConsultantRegistry.Org is growing faster than we could have imagined. We had hoped to have at least 50 U.S. consultants by now. We blew past that with more than 110 confirmed independent consultants, including 15 international consultants since our roll-out on February 10th of this year.

This definitely shows that consultants are looking for a home. They are not the only ones. The remainder of our current membership, which is now hovering over 100, is made up of vendors, integrators, distributors and service suppliers.

In relation to the website, this unexpected growth has forced us to pull back on some developments and timelines, and to accelerate others.

What got pulled were the member blogs. They were not being used and we worked out a deal with TheSiteSolution.Com for an affordable alternative. What got delayed was-The ConsultantReady<sup>TM</sup> Report (but only a little). The Forums were released, pulled and are back now with a new, more efficient design. What got accelerated was our move to a more robust website hosting service to provide speed and accessibility for all our members. If you are interested in all the details, please leave me a comment on the site or email us and we will be happy to expound.

### What's New



A new "Resources" page is available on the header bar of the site. The Resources page provides links to most security vendors and other helpful sites for information and government news. Many other major announcements are coming in a few weeks so visit the site often to stay updated on the new information available.

We are in negotiations with many vendors who want to sponsor ConsultantRegistry.Org with advertising and other support.

- We recently built a relationship with John Honovich who brings us regular and insightful updates in the IP Video Market.
- The organization has agreed to co-market with SIA (Security Industry Association) and has entered into an arrangement with Security CEU to provide discounted CE and CEU training courses to our members.



## This is your Organization

So you've Joined ConsultantRegistry.Org... Now What?

The whole idea behind CRO is to promote collaboration, networking, develop tools and create a larger voice for our consultant members. To make the most of your membership:

- Complete your profile with as much detail as possible so project holders can find you
- Link with complimenting professionals in My Network (Under Your Picture on My Home)
- Participate in the Forum to share ideas and viewpoints
- Keep up to date with by subscribing to new RSS Feeds on the News Page
- Using the ConsultantReady™ Database to save time by learning who is supporting consultants with the tools we need
- Visit the Resources Page for timesaving links and information

### What's Next

CRO is beginning a campaign to market our independent consultant members as 1099 project subcontractors to engineering firms. It is very important for you to **complete your profile** so these firms can find the appropriate skill set to meet their needs.

- Shortly after this campaign begins, we will begin posting project opportunities with a sponsor/host.
- We are working with vendors to submit their programs for CE accreditation and convert them to online training opportunities.
- CRO is in final negotiations with a sponsor to provide a free iPhone security application to consultant members. Watch for announcements in August.
- The CRO Council is negotiating a discount for an industry specific estimating tool.
- Several vendors have agreed to utilize the New CRO Open ID authentication

### President's Corner

Who is Greg Bernardo? Why did he do this?

First of all, I am a consultant like you and partner in Aella Consulting Group. I have over 15 years in the security industry and I built ConsultantRegistry.Org because I was not able to find an organization or service that provided for the needs of independent consultant. To be a successful independent consultant we need to collaborate. Groups like Linked-In help you be aware of the network in general, however, they don't showcase your skills and market on your behalf. Organizations such as ASIS represent all of us in the Security Industry but don't specifically address the Security Consulting Professional.

ConsultantRegistry.Org gives us a larger voice, as is already happening with the ConsultantReady™ Report, and provides us the ability to collaborate in our own setting as well as have tools to use that are designed specifically to support us, the independent consultant.



Are you the missing piece?™

### Help Promote CRO!



Add the Registered Consultant Badge to your site.

Frequent vendors who promote CRO by displaying a sponsor badge.



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