

Industry Relations

Presented by:

Robert C. Shapiro, P.E.
Past Chair, IEEE Dallas CVT
Director of Marketing, IEEE ComSoc

Industry Relations

- **IEEE Globecom/Expo**
- **E-Newsletter**
- **Goals:**
 - **Become familiar and work within IEEE guidelines**
 - **Identify 50 potential Industry partners and call/email/close**
 - **Prepare prospectus to use to attract perspective IEEE ComSoc patrons**

Making a Successful Chapter

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Making a Successful Chapter

- **Organization**
- **Finance**
- **Program**
- **Outreach**
- **Collaboration**
- **Logistics**

Making a Successful Chapter

- **Organization**
 - **Chair**
 - **Vice Chair**
 - **Treasurer**
 - **Secretary**
 - **Program**
 - **Outreach**

Making a Successful Chapter

■ Finance

- Budget
- IEEE Section
- IEEE ComSoc
- Patrons
- Conferences
- Workshops

Making a Successful Chapter

- **Program**
 - **Monthly**
 - **Workshops**
 - **Conferences**
 - **Technical**
 - **Networking**
 - **Professional Development**

Making a Successful Chapter

- **Outreach**
 - **Corporate Patrons**
 - **Universities**
 - **Junior Colleges**
 - **Local Media**

Making a Successful Chapter

• Collaboration

- IEEE Chapters, Section, Region
- IEEE USA, NIC
- Local Companies
- Other Non-Profits in Area
- Universities and Junior Colleges

Making a Successful Chapter

• Logistics

- Monthly Meeting Location (s)
- Midday or Evening Meetings
- ExCom Planning Meetings
- Banking
- Workshops and Conferences