



June 2018

# Independent Consulting TIG Newsletter

## CHAIR'S CORNER: The IC TIG Community

by Myia Welsh

Welsh & Company Evaluation Consulting  
2018 IC TIG Chair



I had an interesting experience this month. A colleague asked to meet with me specifically to get more information about AEA. One of our mutual acquaintances mentioned my involvement in our TIG, and he was interested in learning more about the organization.

This was a first for me. As we spoke, I found myself getting increasingly excited about our organization, about our collective variety of experience, and about our ability to connect with one another through AEA.

My excitement grew when I heard about the quality of our conference abstract submissions. I am increasingly excited about our program for

## Evaluation 2018 Update

Another AEA proposal season has come and gone. This year was an exciting year for the IC TIG! We received 31 abstract submissions. Of these, we were able to place 23 submissions in this year's program!

These included:

- 1 Birds of a Feather session;
- 2 Papers;
- 2 Multi-paper sessions;
- 4 Skill-building workshops;
- 3 Think Tanks;
- 3 Roundtables;
- 1 Panel;
- 2 Demonstrations;
- 5 Posters.

IC Program Co-Chairs Robert Perez and Jeremy Braithwaite would like to thank all the IC TIG reviewers for their time and expertise in reviewing abstracts. This would not have been possible without you!

Once the program is finalized, our fall newsletter will provide more details on the dates and times of specific sessions.

We will see you in [Cleveland October 31 - November 2, 2018](#)

[NOVEMBER 3, 2019.](#)

Eval 2018, and the wealth of knowledge that our IC TIG members are willing to share. A BIG thank you to all those who submitted abstracts and to all those who gave their time to the review process!

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**Meet the Pros**  
**Deciding to Start, Grow, or Discontinue a Consulting Business**  
Susan M. Wolfe, Susan Wolfe and Associates

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There are many things to consider if you are deciding you want to start a consulting business, grow your existing consulting business, or discontinue consulting. In this article I'm sharing just a few of them.

**Starting a Business**

The primary consideration is financial. Can you really afford to quit your day job? Be honest about this one. Do not quit your job to consult full-time without at least six months of income set aside. Unless you already have contracts in place and have started working, it will probably take at least two months before you see any money come in. Make sure you have financial management skills and a working knowledge of the business side of consulting.

Also, make sure you have the tools, equipment, and dedicated work space. If you have small children, you will need at least part-time child care, but preferably full time. You are still "going to work" every day.

[Read More](#)

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**FAQs and what to do about them!**  
Gail Vallance Barrington  
President, Barrington Research Group

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**Question: Sometimes I don't know where my business ends and where I begin. Any advice on dealing with the blurred line?**

**Answer:** You'll be surprised at my answer because I am. It isn't the one I would have given five years ago, when I would have made a pithy statement about the separation of church and state, or some such thing. Now, I know better.

My answer is: You can't! Blurred lines are good.

You are one person and so the various roles in your life simply can't be sealed into separate compartments. In fact, the opposite is true. You are embedded in both a personal and a business world and if you want to be authentic and creative in both spheres, you need to think holistically. Accept and welcome their interconnectedness. This is where innovation lies.

A case in point: I am writing this column while sitting in a hospital waiting room where I have driven my husband for a medical test. I have a long list of urgent things to do at the office (deadlines, presentations, and a pending conference call) but I don't feel conflicted and have no anxiety at all. Why? Because years ago I set my priorities as follows: [Read More](#)



**IC TIG: Meet a member**  
**Michelle Molina, Connecting Evidence**

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My business is called Connecting Evidence and I'm based out of Los Angeles, California. I've been an independent consultant for about 2 years, but have worked within the field for about 7 years. I'm still a bit of a generalist. However, I'm really interested in evaluation capacity building, youth development programs, and coalitions.

**What do you love most about being an independent consultant?**

I love the flexibility and independence. Not only do I get to decide what my days will look like, but I also have the opportunity to work on multiple projects that interest me. For example, I recently participated in the PACE project. It was a yearlong training that helped develop my skills to partner with organizations as they consider their context and develop a theory of change. I learned a lot. However, most employers would have been reluctant to give me the flexibility that was needed to fully participate.

[Read More](#)

## Latest news from the Evaluation Book Club!

We're going to get together in June to talk about our business skills! We're discussing part 3 of the *Consulting Start-Up and Management* by Gail Barrington. There will also be an opportunity to talk about articles. Make sure to join us by [signing-up for our mailing list](#) to get regular updates.

The book club is a great opportunity to network with other evaluators. Plus it will help you find that extra motivation many of us need to read. We meet virtually twice a month and our conversations are casual. So feel free to jump right in.

Help us [rate articles](#) for July.

Help us [pick a date](#) for the July article discussion.

Help us [pick the a new book](#) for July.

Help us [pick a date](#) for the July book discussion.

## Announcements and Reminders

### Watch for IC TIG Week on AEA365!

We're highlighting Independent Consultants and their "breakthrough moments" during the week of U.S. Independence Day 7/1 - 7/6. Make sure to check out [AEA365](#) that week.

### A message from our Chair-Elect Tamara Hamai:

Just a reminder that I have an RFQ for Evaluation Services open for a consultant pool at First 5 Monterey County. It is currently open without a posted end date, but I anticipate closing it pretty soon. If you haven't already applied, please consider putting your hat in the ring. The RFQ can be found on the [First 5 Monterey County website](#).

### Ways to stay in touch

Stay in touch with other independent evaluators through social media! We encourage everyone to join our [IC TIG Facebook page](#), which is intended as a communication tool for everyone. Please let us know if you would like the TIG to repost your blog, make announcements, voice concerns, or share tips. Let's stay connected and make sure all voices are heard!

Reach out to [Nina Sabarre](#) about all things social.

### Next newsletter deadline: August 27, 2018

Please send questions, submissions or suggestions to [Loretta Kelley](#).

