

The Nashville Chapter  
of  
The Association of Information  
Technology Professionals

October 2011  
Chapter Newsletter

## Developing Your Own IT Company

### Developing Your Own IT Company

Our October program is about what many of us would like to do: “Develop Our Own IT Company.” Our speaker has done just that. James Fields founded Concept Technology, Inc. with, as he puts it, “no real investments, technology, customers or prospects.” Seven years later, the Company is one of the most successful IT companies in Nashville by anyone’s measure. In fact, Nashville Business Journal named the Company one of the best places to work in 2009, and recently named James to their 2011 “Forty Under 40” list.

Concept Technology, Inc. was also named to the Nashville Chamber of Commerce’s “Future 50” list 2006 – 2009, and to the “Future 50 Hall of Fame in 2010. Bloomberg Businessweek has recognized James’ company as well, naming it to the “Inner – City 100” this year.



James Fields will tell us how he got there “from scratch” and what it takes to do it. Many of us have worked as self-employed, but have not taken the next step to start and build a company.

This should be an interesting discussion on the trials and tribulations of starting your own company.

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Region 7:	<a href="http://members.tripod.com/aitpregion7">http://members.tripod.com/aitpregion7</a>

AITP  
P. O. Box 22038  
Nashville TN 37202

## Dinner Reservation and Cancellation Policy

AITP members will be notified by electronic mail one week prior to the Chapter meeting. Reservations can be made by responding to the electronic notice or by calling **Mary Simpson at 615/367-8083 fax: 615/367-7775** Dinner reservations can be canceled up to 24-hours prior to the meeting without cost.

**Since the Chapter pays for reserved meals, No Shows will be billed at the reservation price of \$20.00 for Members, and \$30.00 for Guests.**

Members are responsible for their guests' reservations. *If you are a member and have not been receiving this notification, please contact Mary Simpson at:*

**615/367-8083 fax: 615/367-7775**  
[msimpson@genesco.com](mailto:msimpson@genesco.com).

### October Chapter Meeting

**Holiday Inn Vanderbilt**  
**2613 West End Ave.**  
**Nashville, TN 37203**  
**615-327-4707**

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Half Page	(5" x 8")	\$300 for 12 issues
Quarter Page	(4" x 5")	\$150 for 12 issues
Business Card	(2" x 4")	\$ 50 for 12 issues

Contact Mike Eischen for more information! 367-7068

## President's Message

Last month we were happy to receive a talk by Cliff Whitmore of MRA. Cliff is the CIO of their technology services. MRA specialize in complex medical claim services that hospitals are traditionally poor at handling. Cliff drew the picture of what on the face of it appeared to be a fairly routine traffic accident and asked us to estimate the number of companies that could be involved in the medical claims procedure. One bold estimate of a dozen companies surprisingly fell well short of the final tally. The list of potential insurances that could apply to the scenario filled the screen and clearly exceed 30 companies, it was a dizzying array of companies. MRA are based in Brentwood and process over 1.2 Billion dollars of claims per annum. MRA do not focus on collecting from patients directly who only represent 3-5% of their claims processed, but dealing with the insurance companies that have potential liability towards each claim.

It was surprise to me to learn from Cliff that their current initiative to develop a data warehouse is almost unheard of in medical billing. They see this as a strategic area they can exploit to create a competitive advantage.

Last month was unique in that Cliff after talking about his employer, MRA went onto a new topic, Maximizing Potential Earnings. His presentation was very well researched and presented. His advice centered around four major tenants.

1. Start with a good personal foundation
2. Perform at the next level.
3. Manage Your Career
4. Maximize Lifetime Impact.

Without going over his entire presentation, I will pick out a few elements of his presentation that made an impact on me.

Be a lifetime learner, while true of technology careers, it truly applies to any career.

Think like an owner not an employee.

Do the hardest tasks first – the opposite of what we are taught to do during college tests

Find a mentor.

Never turn down an interview.

Seek multiple streams of income.

Be willing to make a change for the right reasons.

Cliff's advice went way beyond the summary given here, if you missed it, kick yourself for not coming to the AITP meetings as often as possible, we continue to have great programs and speakers. To build on Cliff's advice never to turn down an interview, never turn down an opportunity to join us each month at the Holiday Inn Vanderbilt!!

I look forward to seeing you all at our October meeting at the Holiday Inn Vanderbilt.

JP White  
President, AITP Nashville Chapter  
<http://www.aitpnashville.org>

**Funny Answers**

**How Do Crazy People Go Through The Forest?  
They Take The Psychopath**

**How Do You Get Holy Water?  
You Boil The Hell Out Of It**

**What Do Fish Say When They Hit a Concrete Wall?  
Dam!**

**What Do You Call a Boomerang That Doesn't work?  
A Stick**

**What Do You Call Santa's Helpers?  
Subordinate Clauses.**

**What Do You Call Four Bullfighters In Quicksand?  
Quatro Cinco.**

**What Do You Get From a Pampered Cow?  
Spoiled Milk.**

**What Do You Get When You Cross a Snowman With a Vampire?  
Frostbite.**

**Why Do Gorillas Have Big Nostrils?  
Because they have Big Fingers.**

**Why Don't Blind People Like To Sky Dive?  
Because It Scares The Dog.**

**What Kind Of Coffee Was Served On The Titanic?  
Sanka.**

**What Is The Difference Between a Harley And a Hoover?  
The Location of the Dirt Bag.**

**Why Did Pilgrims' Pants Always Fall Down?  
Because They Wore Their Belt Buckles On Their Hats.**

**How Are a Texas Tornado And a Tennessee Divorce The Same?  
Somebody's Gonna Lose A Trailer.**

*Support bacteria. They're the only culture some people have.*

**Submitted by Dr. Gerald Marquis**

# Calendar of Upcoming Events 2011

## AITP Calendar of Upcoming Events - 2011

Date	Event	Location	Information
October 4	AITP Board Meeting	TBA.	JP White, President
October 13	Chapter Meeting	Holiday Inn Vanderbilt	James Fields, President, Concept Technology, Inc.
October 27	Folding party	Saunders' House	Come network with other AITP folks
October 31	Halloween	U.S.A.	Wear a Costume
November 10	Chapter Meeting	Holiday Inn Vanderbilt	Brian Bowman, Partner, C3 Consulting, LLC

### SPEAKERS

We are always interested in good speakers to make presentations at our AITP Chapter Meetings. If you know someone who is interested in making a presentation on a topic, on their company, or company's products, please contact Paul Saunders at (615) 367-1717 or [Paul@SaundersSystems.com](mailto:Paul@SaundersSystems.com).



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**AITP New Member**

**Sherie DuMouchelIT  
Support Specialist  
Star Physical Therapy  
sherie.dumouchel@starpt.com**

**Welcome to our new member!**

**\*\*\*\*\***

**AITP Unemployed Professional Membership Discount Renewed  
By: AITP Membership Service Area**

**On June 22nd, the Association Board of Directors unanimously approved renewal of the popular Unemployed Professional Discount to be effective for a full year - from 9/1/11 until 8/31/12. To qualify for this discount a person must have been previously employed in the IT profession and must now be unemployed.**

**Current AITP members may use the discount when their membership comes up for renewal anytime in the coming year, but new members are welcome at any time, provided they meet the qualifications above. The discount of \$50 reduces the Association dues to \$55. Chapter and Region dues (if applicable) must also be paid and are not discounted.**

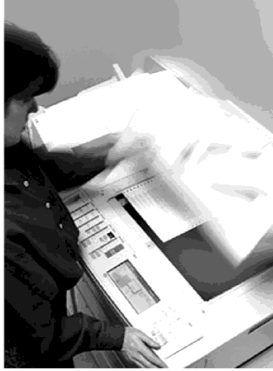
**Last year, over 200 individuals took advantage of the program and extended or joined AITP. Naturally the association leadership wishes that all IT Professionals regain and retain full employment, but we also realize that there is currently a nationwide unemployment rate hovering around 10%, and the economy has been slow to recover.**

**What better way to network among your peers, than at a chapter, region or national event? Most chapters meet every month from September through June, and some meet throughout the entire calendar year. The opportunity to network and share your professional interests and talents could assist you in getting back on track to gain full time employment.**

**The association dues have been reduced to \$55; which is a savings of \$50 off of the normal amount. Local Chapter and Region dues if applicable must be paid and are not reduced. Members who previously took advantage of this Unemployed Membership Discount will be eligible for this promotion as long as they are able to validate that they are still unemployed. This membership discount will not be available online.**

**Be sure to take advantage of this limited offering. The total membership or renewal for the Nashville chapter will be \$85, compared to the regular \$135 membership fee.**

**For more information, email [memberservices@aitp.org](mailto:memberservices@aitp.org).**



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## AITP Nashville is located on



You can find us in the Group Directory. If you have a question, please contact Walker Morrow at **[wmorrow@laserone.com](mailto:wmorrow@laserone.com)**

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