

Inventors Society of South Florida Inc.

PATENTS PRESENTS

February 6, 1999 Speaker.

JOHN C. SMITH, Patent Attorney and Licensing Executive.

Smith received his law degree from Georgetown University and also completed the IEM patent law training program. Smith is now retired from IEM and is in private patent law practice, and is a managing member of Patent Marketing Group, L.L.C.; and he is a member of the Florida Bar and the Federal patent bar.

Lecture Outline:

- Preparation prior to beginning the patenting process.
- Manufacturing v. Licensing considerations.
- Identification of prospective licensees.
- The relative advantages of license v. direct placement.
- The relative advantages of large v. small licenses.
- Timing considerations related to product placement.

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MEETINGS
1st Saturday of every month-1:30 pm at:
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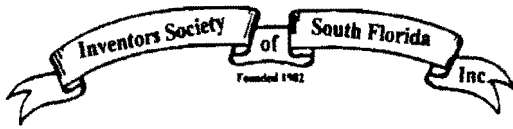
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JANUARY 1999

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MAKE THIS THE DECADE OF THE INVENTOR

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I am very happy to announce that our first meeting of the new year was a resounding success. Our speaker Ann B. Salamone, Vice President Technology Development from ENTERPRISE DEVELOPMENT CORPORATION is both an excellent and knowledgeable speaker. Her topic "An Invention Success Story and Giving Back to the Community" was very well presented and received. I received many comments after the meeting about the excellence of her presentation. I hope you all paid close attention to the logic involved in the decision making process as it was explained. There were valuable lessons you could learn. If you missed the meeting it was your loss. Better luck next time. THANK YOU ANN.

I can not emphasize strongly enough that the process from having an idea to becoming a successful entrepreneur is a long one and requires the application of many disciplines. One meeting just to learn about a single subject that covers something you recognize you need to learn about is not enough. We can not make you an expert but we can help you learn what you can do yourself and where you need professional help.

Last month I said "WE NEED NEW PEOPLE TO HELP CARRY THE SOCIETY INTO THE NEW CENTURY. I am happy to welcome Abby Waters, a successful entrepreneur, to our board of directors.

Last month I mentioned the seminar and exhibit at the Broward County Main Library on the 11th and 12th of April 1999. I obviously can not read a calender very well. I was corrected it will be the 10th (Saturday) and 11th (Sunday) of April.

A SINCERE WISH FOR A HAPPY,
HEALTHY AND PROSPEROUS NEW
YEAR TO ALL.

BOB

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