

PLAN TO ATTEND TEC 2005

By Dan Duffy

“If you are planning for a year, sow rice; if you are planning for a decade, plant trees; if you are planning for a lifetime, educate people.”

– Ancient Chinese Proverb (and something every boss should know!)



The purpose of this article is to encourage you to attend the TUG Technical Conference on April 19 & 20, 2005. In order to help you do so I have included a sample letter that you can use to further that goal. Please feel free to use it verbatim or edit it to make it more pertinent to your particular situation. If you would like a softcopy of the letter please e-mail Wende at the TUG office: admin@tug.ca and she will send you one.



Dear _____,

I would like to attend the Toronto Users Group for Midrange Systems' (TUG's) 2005 Spring Technical Education Conference in Richmond Hill on April 19 & 20, 2005. TUG is the local users group for the IBM iSeries and the largest of its kind in North America.

There are a number of reasons I'd like to attend. Here are a few:

1. Keeping up with our core technology: The only constant in technology is change. The iSeries platform is no exception. While we may or may not make use of every new feature of the iSeries, such as multiple operating system environments, logical partitioning, dynamic resource allocation, and integrated Intel environments; it's important to know how they work and where they fit within our IT strategy. In addition I will have the opportunity to gather information on the latest in third-party products and enhancements for the iSeries at the vendor showcase that is held as part of the conference. I can give you or any of our staff an update when I return.
2. Learning from the experts. Enhancing what we already have: I believe we are using our iSeries to its fullest. Because it gathers almost all of the iSeries industry experts from around North America in one location the TUG Technical Conference allows me to check and make sure. It is a rare opportunity to discuss our company specific issues with the best in the business.
3. Networking: Over the course of two days I will network with my iSeries colleagues. What is that worth? Plenty! If I can save us time and money by learning from other people's experiences what to do (or more importantly sometimes – what not to do) we as a company are better off.
4. Value/Investment: The price for the TUG Technical Conference is only \$795 (or \$745 if I register by February 25 and get the "early bird" discount. There are other iSeries conferences offered in the U.S. The prices for those conferences are higher than the TUG Technical Conference and the technical content is no greater. When you add in travel costs and the fact that I would be out of the country for at least 3 days (minimum 1 for travel) the TUG conference is a bargain.

I would ask that you to look at the conference fees as an investment in our company's human capital (me) and money well spent. Please let me know as soon as possible if you'll approve these funds as I would like to register early to save us money with the "early bird" discount.

Sincerely,
Your Human Capital Asset