



**OUR UPCOMING MEETING IS:**

**DECEMBER 13, 7pm-9pm**  
(2<sup>nd</sup> Thursday of Each Month)  
See [www.sdinventors.org](http://www.sdinventors.org)  
for exact meeting location.

**Excellent Food and Refreshments.**  
**\$5 Suggested Donation at the Door, Thank You!**

**Highlights at this Meeting will Include:**

**2007 SDIF INVENTOR CONTEST WINNERS  
AND AWARDS**

**HEY, WHO WON THE 2007 SDIF INVENTOR'S  
CONTEST???? We will present the Gold, Silver and  
Bronze prize winners with their winning checks!**

**LIGHTS, CAMERA, SDIF ACTION:**

**Yes, you "waited for the movie," and here it is:  
Let's watch Lisa and Andrea on KUSI-TV as they present  
their inventions on KUSI-TV Morning Show with Larisa  
Hall.**

**This Month's SPEAKER: JUDY BALIAN**

**THE ELEVATOR SPEECH:**

**What is it?**

**Why is it ESSENTIAL for Your Invention?**

**Our speaker this month is SDIF's own [Judy Balian](#).  
Herself a successful inventor and now holding a patent-  
pending, Judy specializes in marketing and will conduct  
a mini-workshop. As part of Judy's presentation, *you will  
complete your own Elevator Speech---essential for your  
invention. A valuable demo session will follow.***



**Web Site :**

[www.sdinventors.org](http://www.sdinventors.org)

**Useful Links**

[www.EdwardBalian.com](http://www.EdwardBalian.com)

[www.a-squaredtec.com](http://www.a-squaredtec.com)

[http://www.legalmarketing.org/images/art  
icle\\_files/Patrick%20Henry.pdf](http://www.legalmarketing.org/images/article_files/Patrick%20Henry.pdf)

[http://www.mindsetresearch.com/resourc  
es.html](http://www.mindsetresearch.com/resources.html)

<http://www.venturechoice.com/glossary>

[www.google.com/patents](http://www.google.com/patents)

[www.uspto.gov](http://www.uspto.gov)

[www.uiausa.org](http://www.uiausa.org)

[www.chernowconsulting.com](http://www.chernowconsulting.com)

**As time permits:**

- **Impromptu invention presentations.**
    - **What I Need NOW Session**
      - **Announcements**
    - **Meeting Adjournment**
- 

**Message from Your SDIF President**

***"I'm excited for your success!"***

***==Dr. Ed Balian, President, SDIF, 2007-2008***

***[www.EdwardBalian.com](http://www.EdwardBalian.com)***

**NOTE TO ALL MEMBERS: PLEASE COMPLETE THE RECENT SDIF  
SURVEY EMAILED TO YOU.  
YOUR ANSWERS WILL SHAPE OUR FUTURE.**

**MEETING TIMES and PARKING**

**SDIF monthly meetings will be now starting at 7:00PM, \*SHARP.\***

Over the last three months, we have been losing, on average, not just 5 or 10 minutes, *but 1/3 of an hour* before we officially begin our meetings—then we run late, over-staying our time in the conference room. The check-in takes up time, too, of course---we could use some additional volunteer help there too, by the way (just email Carol Dobson or me). I know traffic can be nasty, but we must vacate our room by 9PM. We just need all the meeting time together we can get.

As you enter the meeting room in the future, PLEASE take front seats first. This will allow late guests to seat themselves in the rear rows of the room without disturbing the on-going meeting.

Also, please remember to park on the NORTH side of the building—thanks!

## **NEW WEBSITE**

*Go Scott!!!!* Our new website looks fantastic—with a new chat room design as well. Visit: [www.sdinventors.org](http://www.sdinventors.org)

## **GUEST SPEAKERS**

We are always looking for great Guest Speakers. Please suggest future speakers (with their contact information) to me via email. The recent survey tells us that SDIF members are most interested in topics of Manufacturing,

Marketing, Market Research, Legal, and Business Plan topics, but other areas will be considered as well.

## **CALL FOR VOLUNTEERS, SPEAKERS, PRESENTERS, SUGGESTIONS, COMMENTS**

Do you want to present your invention to the SDIF and get valuable feedback?

Do you have a suggestion (and email address) for a guest speaker?

Do you have a suggestion for SDIF meetings or activities?

Please email me anytime from the website: [www.EdwardBalian.com](http://www.EdwardBalian.com) or at [esbalian@gmail.com](mailto:esbalian@gmail.com)

## **Patent Reform Legislation**

**Please see the below note received from Stan Delo:**

<[stand@olypen.com](mailto:stand@olypen.com)>

Hello SDIF,

I am an inventor in Port Townsend, in Washington state, and I am writing to ask you to help me contact inventors that might be willing to sign a letter to the Senate that I have written. It has to do with opposing the Patent Reform Act of 2007, which many inventors believe will cause a drastic decrease in the value of US patents. There

are many other reasons to oppose it even beyond that, which I have detailed in my letter.

**The Senate might vote on the bill as soon as the week of December 10th, and the sponsors seem to be perilously close to having enough votes to get it passed, having been heavily pressured by very large corporations like Microsoft, Apple, IBM, Cisco, Oracle and a number of other Information Technology companies.** They are trying to alter the US patent laws to their own needs of the moment, at a very great expense to independent inventors and thousands of small innovative businesses. It will increase their profits by less than one percent, to our detriment.

If you are interested in helping us all, I will send you a copy of the letter for your consideration and possible distribution to other inventors that might want to join forces to oppose this legislation. I have heard from several sources that the Senate is wondering why they haven't heard from the inventor community in any significant manner. The letter I have prepared is intended to rectify that situation, by spelling out in detail what some of the negative consequences the Patent Reform Act of 2007 might have for independent inventors.

Thank you for your consideration in this matter,  
Sincerely yours,  
Stan E. Delo  
Aero-Marine Co.  
Port Townsend, WA  
stand@olypen.com

## **INVENTION PRESENTATIONS at SDIF Monthly Meeting**

We are *ALWAYS LOOKING* for quality Invention Presentations from our membership. I'm always being asked about how to go about it, so the following FAQ's have been assembled for your convenience. (These FAQ's will also soon be posted permanently on our website.)

### **FAQs for SDIF Invention Presentations:**

#### **CAN ANYONE PRESENT THEIR INVENTION TO THE SDIF?**

Yes, EVERYONE IS ENCOURAGED TO PRESENT, but please follow our very simple rules below. Please note that we have over 250 members with up to 60 or so in attendance at any one meeting. In fairness to all and to best utilize our short time together at monthly meetings, we have assembled the below guidelines. Thanks for your cooperation.

#### **BUT, I'M KIND OF QUIET AND SHY. I'M A LITTLE AFRAID TO GET UP IN FRONT OF THE SDIF.**

We understand this emotion. There is no better way to work through your ideas and future product development than to present it in our relaxed atmosphere and hear constructive feedback from fellow inventors and

suppliers. Sooner or later, as an inventor, you will need to present your invention to someone—*there is no better place to start than at SDIF.*

#### **WHAT IF MY INVENTION IDEA GETS STOLEN AFTER I PRESENT IT?**

If you have no form of legal protection (e.g., patent/copyright/trademark) *or are in any way uncomfortable* with your intellectual property rights in presenting to SDIF, you should hold off until you feel more comfortable with your situation and submit a proposal at a later date.

#### **OK—I WANT TO PRESENT MY INVENTION AT AN SDIF MEETING—NOW WHAT?**

First, submit an informal "Invention Presentation Proposal" via email to the SDIF President. YOU CAN BE AT ANY STAGE OF DEVELOPMENT with your invention.

In this email, please include: your basic idea/invention, your stage of development, a description of media (e.g., PowerPoint, etc.) to be used (if any, but it is not required!), and a brief statement of your current supplier needs on the project.

#### **WHAT HAPPENS NEXT, AFTER I SUBMIT MY PRESENTATION PROPOSAL BY EMAIL?**

You will usually hear back quickly. In most cases, your presentation will be slated for a meeting one to three months in advance. It's OK if your invention or idea naturally evolves between now and your presentation date.

### **HOW MUCH TIME DO I GET TO PRESENT MY INVENTION?**

Due to the large membership of SDIF and a full array of meeting activities each month, invention presentations are limited to approximately 20 minutes with 10-20 minutes of additional time allotted for SDIF group feedback.

The concise 20 minute time frame to present is a great exercise in itself—you need to have an "Elevator Speech" and this is a great way to develop and practice it! Following your presentation, the feedback and q/a session has shown to be extremely valuable to everyone who has ever presented to SDIF.

Your invention presentation will really help move you forward—I guarantee it! There will be **LIMITED TIME SLOTS** in the months ahead, so please submit your Invention Presentation Proposal ASAP to [esbalian@gmail.com](mailto:esbalian@gmail.com)

### **CHANGES IN THIS NEWSLETTER AND MEETING AGENDAS**

Instead of taking up precious meeting time, note that the SDIF Newsletters are now going to contain *much more* information relative to "new business" and "old business" which used to be more a part of our meeting agendas. Note that we have gone from a 1 ½ page prior Newsletter to this issue's full multi-page coverage. As a result, I will not normally be covering many of the Newsletter topics at the meetings, as was done in the past.

This means MORE monthly meeting time for fun, interesting and informative activities. But, if you want to stay in the loop regarding SDIF activities, contests, policies, internal projects and etc., **you will now need to read the Newsletters more thoroughly and reply back via email.** Newsletters will be getting to you about two weeks before the next meeting date. Most members are feeling like this is a good change.

**Hope you are having a GREAT month.  
Keep thinking and keep inventing!**

**==Ed Balian**  
**[www.EdwardBalian.com](http://www.EdwardBalian.com)**

***SEE YOU SOON.***  
***NEXT MEETING: DECEMBER 13th at 7PM.***  
***Bring a Friend!***