



Professional Executive Networking

An Idea Whose Time is Now.

In the manufacturing business, ideas make the world go around. The question is, where can you go for an honest, free-wheeling, peer-to-peer exchange of ideas - when you need them - without tipping off your competitors?

The Answer is ParaneT

The ParaneT Group is an organization of high-level executives from manufacturing companies. Its purpose is to facilitate sharing the years of valuable knowledge and experience each member brings to the table. This is done primarily through the creation of personal peer groups, each consisting of 10-15 people, and a highly organized network where members participate in activities designed to share best practice experiences. Areas of focus include:

- Manufacturing
- Operations
- Sales and Marketing
- Engineering
- Human Resources
- Customer Service
- Financial
- Quality
- Cross-functional topics such as Change and Teams

Because effective networking means much more than exchanging business cards, each group is facilitated by a ParaneT Group Director. Ongoing meetings are held in a confidential, roundtable forum at a rotating site, giving members ample opportunity to see and learn from other facilities. To promote the free exchange of ideas, members from competing companies are never included in the same group. Over time, members come to trust and rely on one another to not only share ideas, but also provide encouragement, offer moral support, and vent frustration.

Getting Started

Before we have you get to know a group, we'll first take some time to get to know you. We'll work with you to identify the issues most critical to your operations and create an individual plan of action. Then we'll have you complete our Interest and Experience Survey and enter your information into our database. This helps us accurately match you with other manufacturers whose interests and concerns complement your own.

Getting Connected.

Though it's difficult to overstate its importance, your personal peer group is only one part of the Paranet picture. We work hard to help members get to know and learn from one another in other ways, as well:

Showcase Events - These events recognize and showcase companies that have made significant improvements. Like an "open house" open only to fellow Paranet members, a Showcase Event provides a valuable, up-close opportunity to learn what made those achievements possible.

Significant Interest Groups - These groups come together on an ad hoc basis to focus attention on a specific issue. Members learn from those who have specific experience and brainstorm new ideas and approaches. E-commerce, supplier relationships, employee retention, competing in an on-line world and union relationships are just a sample of topics tackled by members this year.

Database Resource - This customized database lets you easily find other companies and executives who may have previously dealt with the same challenges you are currently facing.

www.paranet group.com - A valuable online resource available only to Paranet members. Using a special ID code and password, you can track down and contact other members, contact Paranet, submit networking and database requests, register for events, and participate in bulletin board-style discussions.

Is Paranet for You?

Paranet is not for everyone. You must be willing to share your insight, ideas and experiences with fellow members, just as you

expect them to share with you. Call it the "Golden Rule" of Paranet. Without it, things just wouldn't work like they're supposed to. Frankly, this also means you need to have ideas worth sharing. Paranet is typically for vice presidents, directors and senior-level managers. However middle managers and suppliers can enjoy the Paranet process through our ad hoc events and the leadership development network.

Get the Idea?

That's Paranet in a nutshell. To learn more, call us at 262-796-2560 or 800-236-2560, send an e-mail to info@paranetgroup.com, or visit our web site at www.paranetgroup.com.