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Conversations in the CSIA Connected Community *Open Forum*

The *CSIA Open Forum* in our private online community is a rich resource for our members in which to ask important business questions.

The following table contains a short list of business topics about which our members have asked questions. The other column is the number of responses from our members. These responses may save substantial resources in typical trial & error attempts at finding solutions.

- Are you a CSIA member? Go to *Connected Community* today and ask your most challenging questions? Also, answer a question if you can.
- Are you not a CSIA Member? Join today to take advantage of this valuable business resource. It's not available anywhere else and one good answer to a business question can save many times the cost of annual dues!

| Topic | # of Responses |
|--|----------------|
| What did you use to set up your personnel safety Program? | 12 |
| What Control Engineer Job Titles/Classifications do you use? | 13 |
| What do you think of Co-op Programs [with Universities]? | 8 |
| Do clients appreciate CSIA Certification? | 20 |
| What to do when your vendor tramples your protected area (Your Client!)? | 14 |
| What AutoTask Software do you use to automate your office? | 5 |
| What are you using as your target for backlog of work? | 5 |
| What outline do you follow when giving employee reviews? | 10 |
| What do you ask your customers in a survey at the conclusion of a project? | 4 |
| What Social Media applications does your company use and why? | 6 |
| Why do some customers still want ISO over CSIA Certification? | 6 |
| How do you pay sales profit commissions to your Business Development person? | 10 |
| How do you charge for travel time & mark-up travel expenses? | 7 |
| What is your policy on cell phones for employees? | 4 |
| What is your anti-recruiting clause with your clients? | 8 |