

Arkansas Inventors' Network Meeting

7/17/08

Univ of Arkansas Little Rock Cooperative Extension Services Bldg

6:30p – 8:00p

1. Chad Collins provided general announcements and notices AIN had received since the last meeting. See attached.
2. Scott Bongee talked about his invention, the GoateeSaver. He detailed the work from take it to an idea to manufacturing and the recent publicity it has received. See www.goateesaver.com for more info.
3. Next mtg will be Thurs, 9/18. Check website for more details.

Chad Tina Collins

From: avidrps@knology.net
Sent: Tuesday, June 10, 2008 7:23 PM
To: info@arkansasinvents.org
Subject: upcoming inventors seminar

Hi,
My name is Stephen White. I am a member of Tennessee Inventors Association(www.Tninventors.org). On August 16,2008 we are hosting an inventors seminar in Oak Ridge, TN. We are trying to attract like minded and all other interested persons to attend the seminar. I was wondering if we could place our seminar on your calendar of events. If you are interested please contact me at avidrps@knology.net and I will send you the details .

Thanks for your time,
Stephen White

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No virus found in this incoming message.
Checked by AVG.
Version: 7.5.524 / Virus Database: 270.3.0/1503 - Release Date: 6/14/2008 6:02 PM

Chad & Tina Collins

From: Indo genic Legal [indogeniclegal@gmail.com]
Sent: Thursday, June 12, 2008 5:31 PM
To: info@arkansasinvents.org
Subject: re Our Conversation This Morning, Please Forward to Members
Attachments: IPR_brochure.pdf; Attorney-Client Privilege Issues in Outsourcing.pdf; Export Control Regulations and Patent Outsourcing.pdf; List.pdf; _AVG certification_.txt

Hello Chad,

We had an engaging conversation this morning. I appreciate your interest in us. The following is meant to give you a brief idea of who we are and what we do. Feel free to call or email us anytime for further information.

- **Introduction:** We are an Intellectual Property Outsourcing firm. Our major and targeted clients are US corporations and individual inventors. We assist them in prior art searches, patent claims specifications and drafting, filing and patent infringement litigation.
- **Our Team:** With one USPTO agent (experience :26+ years), a team of Indian patent attorneys with a collective experience of 40 years; scientists from Yale, Maryland, UIC, UWM; in fields like Quantum Physics, Aerospace engineering, Molecular Biology, Biochemistry, Software engineering, Electronics and Electrical engineering, we have a world-class team.
- **Prices:** But since the actual work is done in India, where prices can be as low as a tenth of US prices, we offer you something unique: **US-level quality at Indian prices.**
 - We have already been instrumental in **reducing the legal budget** of major laboratories and assisted individual American inventors in the patent process. (references available upon request)
- **The Process:** We provide you with a point person and a dedicated team of 5-20 people depending on your needs. Depending on your invention domain, we can provide you with experts knowledgeable in that domain, so that when we do your patent drafting, we will know exactly what we are doing.
 - NY BAR, SAN DIEGO BAR, CALIFORNIA BAR has issued formal opinions stating outsourcing legal support services overseas is ethically permissible and does not amount to the unauthorized practice of law^[i].
- Several formal opinions issued by major bar associations in the legal jurisdictions of United States have held that outsourcing legal support services overseas is ethically permissible and does not amount to the unauthorized practice of law^[ii], so long as a number of safeguards are observed. For instance, one such safeguard measure involves direct and rigorous supervision of and ultimate responsibility for the delegated work by an attorney authorized to practice law in the jurisdiction where the legal matter is pending.^[iii] The formal opinions clearly imply that outsourcing legal work to third party vendors being ethically permissible does not amount to a waiver of the attorney-client privilege.
- **FREE Pilot Project:** Feel free to send us a pilot project to assess our abilities and high-quality

work. This is **absolutely free of cost** for serious clients.

[i] <http://www.abcny.org/Ethics/eth2006.htm#_ftn10> (last visited on June 06, 2008, at 04:00 hrs)

< <http://www.sdcba.org/ethics/ethicsopinion07-1.htm> > (last visited on June 06, 2008, at 04:00 hrs)

[ii] <http://www.abcny.org/Ethics/eth2006.htm#_ftn10> (last visited on June 06, 2008, at 04:00 hrs)

< <http://www.sdcba.org/ethics/ethicsopinion07-1.htm> > (last visited on June 06, 2008, at 04:00 hrs)

[iii] DR 1-104(C) requires a law firm, *inter alia*, to supervise the work of non-lawyers who "work at the firm," whereas DL 1-104(D) describes, *inter alia*, the supervisory responsibilities of a lawyer for the conduct of a non-lawyer "employed or retained by or associated with the lawyer."

Very Sincerely yours

S Dey, CEO and Managing Director.

IndoGenic.

164/A/9 Lake Gardens, Calcutta, INDIA

US Direct Dial - 301-591-1718

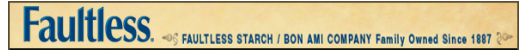
web: www.indogeniclpo.com

Attachments: 1. Brochure

2. White paper on Attorney-client privilege issues
3. White paper on Export-control regulations.
4. Lists of patent work done by our IP attorneys.



"Helping Inventors Soar to Success"



ICKC Invention Search Announcement - 2008

To: Inventors, entrepreneurs, people with protected ideas
From: Inventors Club of Kansas City
Re: ICKC's 3rd Annual **Faultless Starch/Garden Weasel** Invention Search Contest

Goal: Land Inventors with Licensing Deals (We landed 2 Inventors with deals at Contest in 2007)

Dear Inventors,
ICKC is launching their third Invention Contest. Inventors are invited to submit their **US Patented** or **Patent Pending** products for a chance to win the opportunity to have their consumer product marketed and sold in retail stores. Only 20 invention spots are available, so please submit asap. All product submissions will be reviewed and screened by the ICKC Board of Directors and 20 inventors will be selected to present their products to Faultless, owner of Bon Ami, Garden Weasel and Trapp Candles.

SUBMIT: Thru June 30th by emailing (sell sheet) in MSWord to: contest@inventorsclubofkc.org

Please limit submission information to 1 page only if possible and include:

1. All contact information
2. Product Name
3. Brief description of product with anticipated uses
4. Patent Application Number or Patent Number (*Please DO NOT Send Copies of Patents or applications.*)
5. One or two pictures: .jpg, .tif, .png or drawings

WHAT: Inventions should be consumer products suitable for mass marketing in the Garment Care, Cleaning, Gifts, Lawn and Garden, Hardware, Home Improvement, Automotive, House Wares and Outdoor Living Categories. Faultless does welcome consumer product submissions in most categories; however, they do not market items such as Apparel, Industrial, Medical, Food and Drugs.

WHEN: 6:00pm-9:00pm August 12th, 2008 (Tuesday)

WHERE: The Kauffman Foundation 4801 Rockhill Rd. Kansas City, MO 64110-2498

HOW: 20 Inventors will present their Inventions at the ICKC meeting to a panel of 3 Faultless Executives for judging

PRIZES:

All 20 Inventors:

Faultless Starch/Bon Ami Company gift bag of products and Dinner is provided.

3 Finalists and 1 Peoples Choice:

\$200 Cash Prize each

A more in depth final review meeting with Faultless Wednesday morning 9:00am 08/13/08.

Grand Prize:

\$1,000.00 Cash Prize: To be selected after final review meeting.

Inventor(s) selected may gain a possible business venture with the Faultless Starch/Bon Ami Co. to develop, license or purchase and sell their invention.

Please understand that we are not accepting applicants with products that are not Patent Pending or Patented. Please note that this is an announcement release and that ICKC is not affiliated with Faultless Starch/Bon Ami Company, Garden Weasel or Trapp Candle.

Privacy Statement

Your contact information will not be sold or shared with other organizations for commercial purposes.

The Inventors Club of KC is registered as an Inventors Club member with the UIA

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Inventors Club of K.C.
Questions?: info@inventorsclubofkc.org

Meeting at
Ewing Marion
KAUFFMAN
Foundation



July 8, 2008

Mr. Chat Collins
Arkansas Inventors' Network
P.O. Box 56523
Little Rock, AR 72215

Dear Mr. Collins:

Subject: **Transforming Innovation into Market Success
Manufacturing Solutions for Early/Expansion Stage Companies**

Achieving market success of new products can be a challenging endeavor. You need to consider the best balance of resources while considering the following strategic issues:

How do I accelerate my time to market?

Do I need to make substantial investments in “in house” manufacturing?

Is outsourcing an alternative, and can I still keep sensitive technology under my control?

What is the best manufacturing solution and balance of financial resources?

Bringing in the ‘right’ Manufacturing Specialist at the early stage of product introductions can provide an effective alternative and help you achieve faster returns..

Quality Control Corp.(QCC) is a highly experienced Manufacturing Services Company with a longstanding reputation as a Strategic Outsourcing Partner and proven capabilities in Program Management, Supply Chain Management Precision Manufacturing Assembly and Testing, We can help you to develop alternatives that achieve a better ROI with minimum investment risk.

For more information on how QCC can develop a manufacturing solution for you please contact me directly at (708) 887-6282, or visit us on our website at www.earlystagemfg.com

Sincerely,

Joe Trytek

Joe Trytek
Marketing & Bus. Dev.

Your Partner in The Manufacturing Process

As a true manufacturing partner, QCC brings five decades of sophisticated production capabilities, experienced engineering, project management and international sourcing to each project we undertake. Our methodology insures confidentiality, timely production and single source responsibility by seamlessly integrating a transparent solution to your programs development.

Because we are manufacturers, we thoroughly understand the complexities of this process. QCC works together with you in ramping up your early/expansion stage product production without any disruption to your customer's demands.

Manufacturing Solutions with Accelerated Results

The real benefit of a manufacturing partnership with QCC is in the value proposition that we deliver to our customers. With a fifty year history of providing manufacturing solutions, our comprehensive portfolio of manufacturing services, program management and access to international resources effectively addresses the challenges associated with critical early/expansion stage production.

Let us help you realize an accelerated time to market with your products thereby achieving a faster return on your investment.

Why QCC?

Partnering with QCC allows you to focus on current and evolving opportunities leaving you with more resources to devote to your marketing, sales and other growth efforts.

Incorporated in 1951, QCC is a financially strong, privately held company with a strong legacy of combining the highest quality manufacturing with dedicated customer service that has earned us the reputation as a world-class partner.

For more information on how QCC can develop a manufacturing solution for you please contact us at (708) 887-5400 or visit us at www.earlystagemfg.com



Chad & Tina Collins

From: Catherine VerSchneider [cever@earthlink.net]
Sent: Sunday, May 25, 2008 5:36 PM
Subject: ISSF newsletter for June attached
Attachments: NL_2008-06.pdf; _AVG certification_.txt

While we invite any inventor to join the Inventors Society of South Florida, we extend the courtesy of a free copy (attached PDF) to your inventor group. Feel free to contact us and visit us online at www.inventorssociety.net/newsletter.htm.

Non-members may contact Joanna Zaremba (JoannaPoland@comcast.net) to join the society and continue accessing the monthly newsletter. You will find a membership form to download at www.inventorssociety.net/appform.pdf.

This month's newsletter includes the following topics:

- Inventors Alliance Main Event
- Patent Pending Status
- How to Make Millions of QVC
- Global Anti-Counterfeiting Strategies
- Pursuing Your Idea
- How to Research Any Company
- China Sourcing and Manufacturing
- All About Surveys
- Titanium Contest
- Mother of Invention Grant
- Resources to Keep You Informed
- Real World Inventing
- August ISSF Meeting Speaker (PTDL representative Eileen Fischlschweiger)

While visiting www.inventorssociety.net, check out the *Events* page for a list of events and event links.

Lydia Woods will speak to the attendees of the **July 12th** meeting. She last spoke in September 2005 and offered a lot of great information that you won't find in books. She shares her experiences with chain stores and distributors. She talks about the legal side of inventing and working with investors. You will learn about the games business people play with inventors.

She actively promotes inventor education and will send the clear message to listeners.....read, ask questions and join your local inventors group!

Lydia is an energetic speaker who is excited about her product, business and future! Please come to the **July 12th** meeting with pen and paper to take notes!

Please note that the July meeting is NOT the first Saturday of the month because Ligi Tool is closed for the July 4th holiday weekend.

Regards,
Cathy

7/17/2008

Chad & Tina Collins

From: Matt Oldham [matt@patentsprofiled.com]
Sent: Saturday, June 28, 2008 10:37 AM
To: matt@patentsprofiled.com
Subject: Inventors Association

Hello Inventors Associations! We need your help.

www.PatentsProfiled.com is a new social networking website for inventors. Inventors, organizations, and professionals create their own unique profiles at our site and network and socialize with other members using the many features of the site. The profiles are searchable within our site by visitors and members as well as through all major internet search engines. Member profiles are used to showcase and promote inventions, organizations, professionals, or individuals.

PatentsProfiled.com is building the most comprehensive *Directory of Independent Inventors Associations* available anywhere. We would like to include your organization in our directory. We are also building and maintaining the most comprehensive Independent Inventors Events Calendar anywhere. We'd also like to include any events your organization would like to promote through our *Public Events Calendar*.

Please take a minute to visit: www.PatentsProfiled.com and create your unique profile to promote your organization by clicking register now and creating a profile. During registration please use promotional code: **ia678** and your organizations full membership will be free for life.

We have 3 membership levels for inventors: Free, Full Monthly Membership (\$7.55/mo., and Full Annual Membership (\$75.50/yr.. We would like to extend a Free Full Membership to your organizations membership of inventors for a 3 month trial. They simply visit the site and create a profile and use the promotional code: **first50** when registering. No cancellation is required and no credit card information is taken when registering.

PatentsProfiled.com can be contacted by replying to this email or by calling (330) 474-3824.

Please visit our site today and help us grow to become the premier social networking site for the independent inventor.

Cordially,

Matt Oldham

Chad & Tina Collins

From: jb [jb@imexchinaltd.com]
Sent: Sunday, July 06, 2008 12:39 AM
To: Chad Collins

Dear Chad,

I am in **China** and I want your inventors to benefit from my 30+ years experience developing and manufacturing consumer products. I have extensive knowledge having owned my own factory facility in the USA. I am living and working in China full time doing exactly what I know best which is assisting my customers in getting their inventions to the marketplace. I work in all types of materials and there is no project which is too large or too small.

I have the advantage of being here with full time bi-lingual help working with the factories directly on a real time basis. I do not charge any fees as my services are for making product. Of course, I will be more then happy to share my experiences and the knowledge I have accumulated.

The information shown below is how you can reach me. You can also call me at 212-832-4808 which is a Vonage phone and connects to me in China. There is a time difference, don't be concerned about this, just leave a message and I will call you back immediately.

Please look at my web site also which is www.imexchinaltd.com

Regards,

Joel Bahr
President

IMEX CHINA LTD.
18F, Aviator Mansion, North Tower
Xuefu Road, Nanshan District, Nantou Area
Shenzhen 518029, China
t. 755-2609-0394
f. 755-2609-0010
c. 13410746071
USA to China (212-832-4808)
jb@imexchinaltd.com
www.imexchinaltd.com

No virus found in this incoming message.

Checked by AVG - <http://www.avg.com>

Version: 8.0.138 / Virus Database: 270.4.5/1537 - Release Date: 7/6/20

7/17/2008

Chad Tina Collins

From: Kent Connick [kent@davincilegacygroup.com]
Sent: Saturday, July 12, 2008 6:24 PM
To: kent@davincilegacygroup.com
Subject: Where are the Licensing Agents?!

THIS MESSAGE IS IMPORTANT - PLEASE FORWARD TO ALL OF YOUR INVENTOR MEMBERS!

"Where are the Licensing Agents?!"

Hello,

My name is Kent Connick, and I am the CEO of DaVinci Legacy Group LLC, a professional product development firm here in California. We are involved exclusively in the business of finding, developing, marketing and licensing-out the "best of the best" patented (or patent pending) new consumer product innovations from inventors everywhere. I will try to be as brief as possible here, but please bear with me, as my reason for writing to you today is truly an important one.

We are all connected by a common goal, and that is the successful launch of our inventions into the marketplace! That's the bottom line, and for most of you, the best way to that bottom line is to license your invention to one or more qualified manufacturers in exchange for payment of sales-based royalties. The preferred way to present an invention and negotiate a licensing deal is through the use of a seasoned, professional licensing agent. Right? Well, yes... but there's a catch. Finding this very elusive group of professionals would seem much more easily talked about than done.

We've all read the inventor help articles that recommend hiring a licensing agent, but no one is able to tell you who they are. Not even the UIA or *Inventor's Digest* (yes, I asked them directly a while back). Some diligent research does turn up a handful of prominent names. They are listed below, and we can recommend each of these professionals with the utmost of confidence. You may already know of at least a couple of them yourself. However, our efforts to add to this list with other qualified agents has proven to be challenging, at best.

Sure, the Licensing Executive Society of the US & Canada (LES) directory lists hundreds and hundreds of "licensing agents" in their membership, however, by our count, NOT ONE of them provides the kind of licensing representation that most of us are interested in. The vast majority the LES agents are involved in the strategic management of their corporate clients' IP portfolios, and the like. Lawrence Udell, who used to write articles for the "old" *Inventors' Digest*, agrees, and once commented to me that the LES agents "are not focused on the inventor community".

So, who are the agents that actually go out and knock on the doors of companies that manufacture regular, everyday products for the mass-consuming public... the agents who have the corporate contacts and expertise to present independently-invented consumer product innovations to these manufacturers, and negotiate licensing deals with them?

Here are the key Licensing Agents we know:

Ron Docie (general products)

Docie Development LLC
73 Maplewood Drive
Athens, OH 45701
740-594-5200
idea@docie.com

Warren Tuttle (housewares)

Monashee Marketing LLC
722 Silvermine Road
New Canaan, CT 06840
203-594-8808
wwtuttle@yahoo.com

Joan Lefkowitz (fashion & beauty products)

Accessory Brainstorms, Inc.
395 Fifth Avenue
Suite 705
New York, NY 10016
212-379-6363 or 212-97107300
jml@accessorybrainstorms.com
www.accessorybrainstorms.com

Harvey Reese (toys, games and baby products)

Harvey Reese Associates
614 South 8th Street
P.O. Box 305
Philadelphia, PA 19147
Fax: 215-922-7055
harvey@money4ideas.com
www.money4ideas.com

David Gooch (technology products)

Top Box
Cambridge, UK
D.G.@top-box.co.uk
www.top-box.co.uk

Lambert & Lambert (general products)

7616 Currell Blvd.
Suite 200
St. Paul, MN 55125
651-552-0080
info@lambertinvent.com
www.lambertinvent.com

If you have any names to add to this list, or know of a directory or other resource that profiles the kind of licensing agents we're all looking for, you can help inventors everywhere, and the entire Invention Industry, by sharing this information.

On behalf of the inventors in the US and Canada who receive this email, we all look forward to your responses!

Warm Regards,

Kent Connick
CEO
DaVinci Legacy Group LLC
(408) 674-8636
www.davincilegacygroup.com

駐休士頓台北經濟文化辦事處商務組
Commercial Division
Taipei Economic and Cultural Office in Houston
11 Greenway Plaza, Suite 2016, Houston, TX 77046
Tel:(713) 961-9794 Fax:(713) 961-9809
Email: tecod@sbcglobal.net

Mr. Chad Collins
Arkansas Inventor's Network
P.O. Box 56523
Little Rock, AR 72215

July 03, 2008
Ref.: 970396

Dear Mr. Collins:

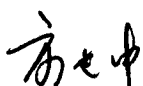
I would like to invite you and your members to participate in "2008 Taipei International Invention Show & Technomart". This annual event will be held at Taipei World Trade Center in Taipei from September 25 to 28 this year.

The Technomart will showcase the following potential-rich technology categories: Communications & Optoelectronics, Information, Biotechnology & Pharmaceuticals, Machinery & Transportation, Materials & Chemical Engineering, Sustainable Development and more. In addition to exhibitions, concurrent activities including technology matchmaking seminars will be hosted on-site. This year, an estimated 1,000 inventions & patented products with 1,000 booths are expected to attract 66,000 local and international buyers and visitors.

If you or your members seek commercially sound investment opportunities, cutting-edge inventions or groundbreaking innovation, I am certain that this exhibition is the one that your members and you are looking for.

Enclosed for your reference is the Show's brochure and CD-ROM. You are also welcome to <http://www.inventaipai.com.tw> for further details. If you need any assistance or have any questions, please don't hesitate to contact me by phone (713-961-9794) or through e-mail (cdhouston@taicomhouston.com).

Best regards,



Peter Kang
Director

CST 2008 Taipei Int'l Invention Show & Technomart



Where great ideas begin

September 25-28, 2008



Show Review 2007

VENUE:

Taipei World Trade Center (TWTC) Exhibition Hall (Area B, C, D)
(5 Hsin-yi Road, Sec. 5, Taipei, Taiwan 11011, R.O.C.)

SHOW DATES / HOURS:

September 27- 30, 2007 / 9:30a.m-5:30p.m / Free, open to public

EXHIBIT SPACE:

16,500 square meters (INST '07 has even larger exhibit space than that of INST '06)

EXHIBIT PRODUCTS:

High Technology, Fiber Optics, Machinery, Construction, Safety Equipment, Environmental Protection, Pharmaceuticals and Healthcare, Transport and Communications, Household Electronic Appliances, Hardware, Agriculture, Food, Textiles, and Optoelectronics, Precision Machinery, Materials and Chemical Engineering, Biomedical Technology etc.

EXHIBITORS FROM OVERSEAS:

Invention Show: Korea, USA, Hungary, Brazil, Spain, Malaysia, Australia, Russia, Romania, Poland, Germany, Bosnia & Herzegovina, Croatia, Hong Kong.
Technomart: Israel, Japan, Russia.

EXHIBIT PROFILE:

Exhibit Area

No. of Exhibition Companies

No. of Exhibition Booths

Taiwan Invention Products	300	424
Foreign Invention Products	43	54
National Invention and Creation Award Winners	53	73
Associations, Media & Customer Services	12	13
Technomart- Taiwan Exhibitors	182	286
Technomart- Foreign Exhibitors	21	16
Total	611	866

NUMBER OF VISITORS:

Overseas	178
Local	51,477
Press	149
Total	51,804

OVERSEAS VISITORS BY AREA:

Continent	Percentage
Asia	45%
North America	23%
Europe	22%
Central /South America	5%
Oceania	3%
Africa	1%
Middle East	1%

OVERSEAS VISITORS BY TOP 5 COUNTRIES:

Country	Percentage
Japan	24%
USA	21%
Hong Kong	6%
Bulgaria	6%
Russia	4%

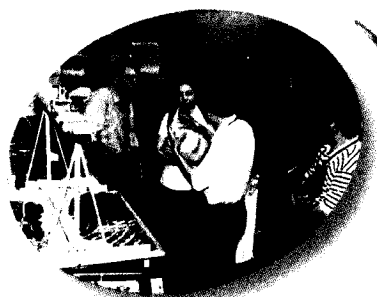
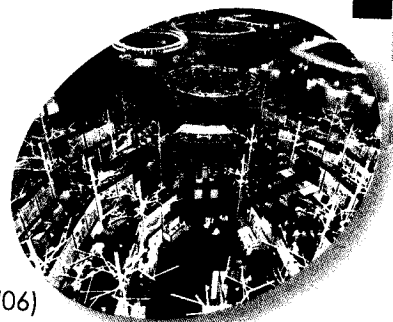
FOR YOUR BUSINESS DIARY:

INST 2008 Taipei Int'l Invention Show & Technomart
September 25 ~ 28, 2008

For more information, please contact:

■ Show Manager: Mr. Arthur J. C. Sun
Tel: 886-2-2725-5200 Ext. 2862
Fax: 886-2-2729-1089

■ Publicity Manager: Ms. Katherine Hsu
Tel: 886-2-2725-5200 Ext. 2226
Fax: 886-2-2729-1103





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Inventor Update

Hiring a Marketing Firm: Your Rights Under the Inventor's Protection Act

By Jill Gilbert Welytok

Monday, Apr 7 2008, 02:53 PM

Joint Meeting of the Mequon and West Bend Inventors Clubs Brook Stevens Design in Grafton, WI

June 17, 2008
6:00pm

"Finding Funds to Bring an Invention to Market"

Speakers:

Dan Steininger "Ten Commandments of Venture Capital"

Dylan Morgan "Finding Funds to Fill a Purchase Order"

Location: Brook Stevens Design

Brook Stevens

Wisconsin Offices

860 Badger Circle

Grafton, WI 53024

262-376-9180

[Click here for directions.](#)

Visit our Inventor's Club Homepage at <http://www.milwaukeekeepatents.com/inventors.html>

Hiring a Marketing Firm: Your Rights Under the Inventor's Protection Act

By Jill Gilbert Welytok

Friday May 9, 2008

If you're an inventor with a promising idea where do you turn? Many companies may offer to help you patent and market your invention. They sound very enthusiastic about your idea. It is tempting to hire an "experienced" company to get a patent, a prototype and do "everything" you need. Especially when the company all but promises to land you a lucrative licensing deal for your invention.

Unfortunately, many aspiring inventors fall prey to consulting companies that charge large fees but don't make a profit for anyone other than themselves. In 1999, Congress took action against invention promotion firms and enacted the American Inventor's Protection Act.

What the American Inventor's Protection Act requires

Under this law, invention marketing firms must disclose:

1. The total number of inventions they've evaluated and the number that have received either positive or negative evaluations;
2. The total number of customers who have hired them in the past five years;
3. The total number of customers known to have received, as a direct result of the particular invention promotion firm's efforts, an amount of money in excess of the amount paid by the customer to that firm;
4. The number of customers that have received a royalty-paying license agreement for their inventions as a result of the efforts of the firm; and
5. The names of all previous invention promotion entities with which the present invention promotion firm has been affiliated within the past ten years.

The American Inventor's Protection Act also permits you to recover for injuries, costs, and legal fees if you can prove a promoter has made any false or fraudulent statements or omissions of any material facts to you in connection with your contract.

Tips for steering clear of marketing firms that never seem to close a deal

Here are a few tips to avoid getting involved with an invention marketing company that has a history of promising more than it delivers:

- Don't be taken in by television commercials and elaborate advertising. You've probably seen advertisements on late-night television. The invention promotion firms virtually assure your marketing success if you sign up with them. Usually they direct you to a phone number or web site to increase the chances you'll sign up without shopping around and clarifying their services.
- Beware of up-front fees. The Federal Trade Commission has published tips for consumers to avoid being victimized by invention promotion firms, the most blunt being: *"If a firm is enthusiastic about the market potential of your idea – but wants to charge you a large fee in advance – take your business elsewhere."* The vast majority of reputable licensing agents and marketing firms rarely charge an up-front fee.
- Question a single company's ability to do it all. Firms that claim to provide a wide range of services ranging from patent protection, design, packaging, prototyping and presenting your invention to retailers probably don't do these services themselves. They most likely send them out to other companies and charge a high mark-up for these services. It certainly will be more work for you to price these services separately, but you cannot be an informed business person and prepared for negotiations unless you do so.
- Make sure you are getting an objective opinion about your invention. Many invention promotion firms prepare glowing reports about the novelty and market potential of every invention that is submitted to them. The company will tell every inventor their invention is going to be a blockbuster and take the consumer market by storm. This is so the inventor will continue to pay them large fees, rather than abandon even a very weak or unoriginal concept.
- Speak with a registered patent attorney or agent. The United States Patent and Trademark Office publishes a list of all Registered Patent Attorneys and Patent Agents throughout the United States. Simply visit <https://oedci.uspto.gov/OEDCI/> for information about patent practitioners in your area.
- Have an attorney review your contract before signing it. The contract an invention promotion firm asks you to sign may contain small print with large loopholes that allow the company to avoid taking any responsibility for the economic success of your invention. In particular, the company may be required to use its "best efforts" to market your invention, or to show it in a certain number of places. The problem is those places may not be ones where people are likely to license or purchase it. The trick is to review the contract before signing it, and take the following steps when services that you feel have been promised have not been delivered.
- Check the U.S. Patent Office Website for Prior Complaints. Both the USPTO and FTC maintain sites, which list companies against whom complaints have been filed at <http://www.uspto.gov/web/offices/com/iip/complaints.htm>

Where can I go for further assistance?

In addition to consulting a Registered Patent Attorney or Patent Agent, there are a number of agencies that you can contact for further assistance.

- **U.S. Patent and Trademark Office.** The USPTO is not authorized to take action other than to publish the complaint and permit the firm an opportunity to respond.
- **U.S. Federal Trade Commission.** The Federal Trade Commission maintains an online database for complaints which is used by hundreds of civil and criminal law enforcement agencies. To file a complaint in English or Spanish call, 1-877-FTC-HELP (1-877-382-4357), or use the complaint form at <http://www.ftc.gov/ftc/complaint.htm>.
- **State Attorney General's Office.** Potentially your most useful resource is the office of Attorney General in your home state or in the state that the invention promotion firm is located. Many states aggressively deal with unscrupulous invention promotion firms. Some states have specific laws on unfair trade practices or consumer protection statutes.

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About Jill Gilbert Welytok

River Hills resident Jill Gilbert Welytok is a patent attorney and author who is the facilitator of the Ozaukee/Northshore Inventors' and Entrepreneurs' Forum. Her blog focuses on local inventors who had great ideas and were able to bring them to fruition.

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