

ACEC Oregon 2011-2012 Business Leadership Series

All classes held Wednesdays at David Evans and Associates, Inc., Portland. **MIX 'n' MATCH the classes you want!**

SCHEDULE: 7:30 A.M. – Check-in and breakfast
8:00 A.M. – Programs begin

PART 6 of the 2011-2012 BUSINESS LEADERSHIP SERIES

MAR 14

The ACEC Oregon Risk Management Committee presents...

Contracts & Liability

George Mead, The Mead Law Firm & Jon Bennett, Dunn Carney Allen Higgins & Tongue

*Good for 2
CPD credits!*

*7:30 A.M. –
check-in &
breakfast*

*8:00 to
10:00 A.M. –
program*

- Disarming common client contract traps
- Mitigating liability beyond your client

ABOUT THE SPEAKERS: **George Mead** has been practicing law since 1987. He has extensive experience in federal and state court, arbitrations, mediations and administrative hearings. He focuses on the full range of business disputes, including disputes arising on construction projects. George uses his extensive experience to advise businesses to both avoid litigation, and to ensure strong representation in the event of a lawsuit. He has authored numerous articles for ACEC concerning design professional contracts including “Coming to Terms, Contract Traps for the Unwary.”

Jon Bennett, a partner with 25 years of experience, represents clients involved in a variety of businesses on matters ranging from daily operations to significant transactions and disputes. Jon specializes in real estate agreements involving leases, acquisitions, design, development and construction and has developed special expertise in the negotiation of American Institute of Architects (AIA) contracts. He also has significant litigation experience. Jon chairs the Real Estate and Land Use Group at Dunn Carney and is a member of the Construction and Design team. Jon is Managing Partner of the firm and serves on the Executive Committee. He was selected for inclusion in Oregon *Super Lawyers* in Real Estate Law.

PART 7 of the 2011-2012 BUSINESS LEADERSHIP SERIES

APR 18

Strategic Planning

John Pruitt, A/E Consulting Services, Inc.

*Good for 4
CPD credits!*

*7:30 A.M. –
check-in &
breakfast*

*8:00 A.M. to
12:00 NOON –
program*

- Understand what strategic planning is
- Step-by-step process for developing a strategic plan
- Better understanding of business structure options
- Methods for structuring a successful planning retreat
- Executing the strategic plan. Translating the plan into meaningful, “bite-sized” initiatives

ABOUT THE SPEAKER: **John Pruitt**, founder of A/E Consulting Services, Inc., has developed a national reputation as a strategic planning and management expert for engineering and architectural firms. John advises firms on a variety of topics, including ownership transition planning, mergers and acquisitions, strategic and business planning, contracting with the government (FARs) and audit defense, staff development and retention issues, company valuations, employee compensation planning, and firm performance issues. He has worked effectively with a variety of A/E firms—ranging in size from start-up companies to firms with more than 6,000 staff members.

John is a CPA, CVA, holds an MBA in Finance, and has awarded a Certificate of Achievement in Business Valuations by the American Institute of Certified Public Accountants (AICPA). Currently, he is a member of AICPA, National Association of Certified Valuation Analysts, and the Institute of Business Appraisers. John is a frequent speaker at seminars and professional conferences.

See registration form on next page. > > > >

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Select the individual classes you want, below:	Number of members:	Number of non-members*:
6 MAR 14 - Contracts & Liability	___ @ \$125/ea. = \$___	___ @\$225/ea. = \$___
7 APR 18 - Strategic Planning	___ @ \$225/ea. = \$___	___ @ \$325/ea. = \$___
TOTAL AMOUNT:	\$___ _	\$___

** AIA receives the member rate*

REGISTRATION FORM Registration deadline for the Mar 14 program is Mar 9. Event code: **ACCT # 5302**

FIRM NAME: _____ PHONE: _____

NOTE: If different people are attending different classes, be sure to indicate which class(es) in space provided below.

REGISTRANT'S NAME >>>>>	E-MAIL ADDRESS >>>>>	Indicate which class(es), 6 thru 7

Make checks payable to ACEC Oregon (American Council of Engineering Companies of Oregon).

Or, pay by credit card: VISA MC Amex Discover Amount to charge: \$_____

Card #: _____ Exp. date: _____ Security code on back: _____

Cardholder name: _____ Signature: _____

Zip code @ billing address: _____ E-mail receipt to: _____

Mail (or fax or e-mail) check or credit card info and registration form for receipt by March 9 to:

ACEC Oregon, 5319 SW Westgate Drive, Suite 224, Portland, OR 97221.

QUESTIONS? Phone (503) 292-2348 / Fax (503) 292-2410 / E-mail mwebber@acecOregon.org

Cancellations must be received on or before the registration deadline. Non-members must pay in advance.