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Last week to register!

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*How to showcase your firm's talent and expertise*

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Save \$\$! Register by May 2

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*Legal and insurance considerations*

**Surfin' Safari & All Committee Dinner** – May 25

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**THURS  
April 27**

**REGISTER NOW**

**75 are already registered!**

To see who, click the "[Register Now](#)" link and scroll down.

NOTE: SMPS is handling the registration, the registration link will take you to their Eventbrite website where you can purchase tickets (using a credit card; however, it also reads, "Offline payments also available.")

**SCHEDULE**

8:00 A.M. – Arrival/  
Networking + Breakfast  
8:30 A.M. – Program begins  
10:00 A.M. – Conclusion

**Interviewing to Win: The Inside Scoop**

*How to showcase your firm's talent and expertise*

Nobody knows presentations and interviews in the world of AEC like Susan Murphy. She has spent the last twenty years helping architects, engineers and construction firms hone their presentation and interview skills. This session uses the best of her extensive experience and knowledge and gives you concrete professional information and shows you how to use it immediately.

This high-spirited and interactive program begins with helping you figure out what should go into your presentation or interview, stressing individual personality and talent. The secret is in finding out what works best for each individual and teaching each person how to produce that behavior on demand. What "bait" will get that desired client or audience to respond to your ideas? From colleagues to clients, you will learn how to communicate for results.

This is not a lecture program. Susan will guide you in developing proven skills in your own way. This is not personality dependent. You will leave this session with a new awareness of your skills as well as some newfound approaches to landing the big one.

CPDs

Program is good for accruing one and a half (1.5) continuing professional development credits.

WHERE

David Evans and Associates  
2100 SW River Parkway  
Portland, OR 97201



ABOUT THE SPEAKER

**Susan Murphy** has in-depth knowledge and experience in the AEC industry. She teaches and coaches communication skills that allow clients and their support staff to become more productive speakers, negotiators, and colleagues.

WHAT PEOPLE ARE SAYING

“Susan Murphy takes the typically painful process (presentation training) and makes it fun! She provided our engineers and construction managers with effective tools for becoming more comfortable at presenting as well as for identifying a client-centered message.”

“A dynamic presentation, beneficial to the 'professional' marketers, the 'rookie' marketers and especially the principals whose presentation skills are crucial to winning projects.”



**Marshall Coba**

CobaCo, LLC Gov't Relations  
ACEC Oregon lobbyist

**Legislative Update – Coba’s Capitol Comments**

**SB 885**, the Canadian comity bill, was pulled from the Senate Business Committee this week and will not move forward. We have committed to **Sen. Arnie Roblan**, the sponsor of the bill, that we will work with Canadian proponents to better understand the why, what and how of the proposed legislation. The Canadian proponents only met with OSBEELS and OSBEELS was unable to engage in the discussion because the Governor did not give them approval to fully engage. As a result, the key questions about policy and process were uncertain. It is hoped that OSBEELS will engage this summer during the PNWER (Pacific Northwest Economic Region) meeting in Portland in July to help all better understand the impact of the bill. If we can reach agreement we will work with the Canadians to bring a bill to the February 2018 short session.

The transportation package is being drafted in bill form so the Joint Committee did not meet again this week. It is expected we will see bill drafts the week of April 24 or no later than May 1. The four co-chairs are working hard to draft the proposals that were outlined in the four work groups work in March. The bill is expected to be hefty in its bulk and in policy.

ACEC **President Karen Tatman** and I met with three of the four Joint Committee co-chairs and delivered the ACEC-ODOT-AEE document on project delivery that the three entities worked on in March. We were well received and we have prioritized the top four concepts and sent them to committee staff for drafting into the bill. Legislators understand that eliminating bottlenecks in getting contracts agreed to and out the door for design and construction are crucial to the success of the delivery side of this significant package. Any delays will not be tolerated.

**TUES  
May 9**

**Risk Management for Engineers: Legal & Insurance Criteria**

Presented by SEAO (Structural Engineers Association of Oregon) and ACEC Oregon

Click [HERE](#) for more info & to register.

Click [HERE](#) to see who's already registered. (Plus more registrants thru SEAO, too.)

**SAVE \$\$! Register by May 2**

**Class size limited to 100**

Registration includes class notes, continental breakfast, lunch & two breaks.

CPDs

Program is good for accruing six (6.0) continuing professional development credits.

#### SCHEDULE

7:30 A.M. – Registration & continental breakfast

8:30 A.M. – Program begins

12:00 noon – Lunch (included with registration)

4:30 P.M. – Conclusion

#### WHERE

Embassy Suites Hotel & Conference Center  
9000 SW Washington Square Rd.  
Tigard, OR 97223

## SUMMARY

### Risk Management, Legal and Insurance Considerations for Engineers



This seminar will cover:

- Contract essentials
- Risk solutions do's and don'ts
- Risk management essentials for design professionals
- E&O insurance for design professionals

It also includes risk management education materials to help:

- Minimize the frequency and severity of loss exposure
- Focus on best practices

Additional topics:

- Construction litigation
- Contract negotiation
- Various methods of conflict resolution

Claims discussion:

- Allegations of defects
- Cost overruns / schedule overruns
- Personal injury and wrongful death claims against design professionals occurring on construction projects related to design/construction safety issues

Other:

- Insurance coverage
- Standard of care
- Contract language
- Frivolous law suits / requirement for a third party expert
- Statute of limitations for construction projects
- Mistakes to avoid

#### SPEAKERS

- **Mark Jacobson, PS, Attorney at Law**

Mr. Jacobson is a highly acclaimed speaker on A & E contract essentials, risk solutions and professional liability risk.

- **Lindsey Pflugrath, Attorney, Cairncross & Hempelmann**

Mrs. Pflugrath's area of practice is litigation and she will be covering legal considerations for design professionals. She is the author of "Small Projects, Big Risks."

- **Brent Stewart, JD, Risk Manager, XL Catlin**

Mr. Stewart is responsible for developing risk management and education materials for architects and engineers with the goal of minimizing the frequency of loss exposure, while focusing on best practices.

- **Ryan Schultz, MBA, CPCU, RPLU, ARM, Risk Management Consultant, Dealey, Renton & Associates**

Mr. Schultz is responsible for developing comprehensive risk management programs for design professionals. He is a frequent speaker at industry associations on insurance risk management issues.

**THURS  
May 25**

Click [HERE](#) to register.

Click [HERE](#) to see who's already registered.



**SCHEDULE**

5:00 P.M. – Social

6:00 P.M. – Dinner

6:30 P.M. – Taking care of business

**WHERE**

Multnomah Athletic Club  
1849 SW Salmon Street  
Portland, OR 97205

**Surfin' Safari & All Committee Dinner**



COME SUPPORT YOUR COMMITTEE!

**Join us for fun, food & festivities!**

Catch up on ACEC Oregon news, hear brief committee reports and vote on the 2017-18 budget.

The newly elected board of directors also will be inducted.

**This is a great event to gain a good overview of the organization.**

It's also an excellent event for networking with leaders and up-and-comers of Oregon and southwest Washington engineering companies.

**Bring an emerging leader!**

Enter promo code "EL" at checkout to receive \$10 off registration.

(For member firms only. Good for one discount per registration; additional ELs will need to register separately to receive the discount.)

THANK YOU TO OUR SPONSORS!



**SAVE THE DATE! Bring your clients!**

**June 21** – Networking Day golf tournament, Langdon Farms



**UPCOMING**

- April 23-26 – [ACEC National Annual Convention & Legislative Summit](#), Washington, DC
- May 3 – [Learn the Critical Elements of Successful Technical Writing](#)

- May 3 – [ACEC / SW WA Public Agency Liaison presentation/meeting](#)
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#### ACEC Washington Upcoming Events – ACEC Oregon members receive the member rate!

- May 18-20 – [Spring Conference – Key Staff Recruitment and Retention: Finding and Keeping Your Rock Star Employees](#)
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#### COURTESY ANNOUNCEMENTS

- April 25 – Kick-off meeting for **Canstruction**. RSVP to [info@canstructionpdx.org](mailto:info@canstructionpdx.org). 21<sup>st</sup> year supporting the Oregon Food Bank! More than a million meals provided! Open to all companies that would like to participate; each team must have one firm from the A/E/C community. The competition will be held at Pioneer Place in September 2017 to coincide with Hunger Awareness Month. Space is limited so submit your [Call for Entry form](#) now. **May 9 is entry deadline.**
- May 10 – **Modern change management techniques for budget and schedule success and lowered project risk, presented by PEO**
- May 18 – **Meet the Affordable Housing Developers**, presented by Portland Housing Bureau

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Comments? Questions? Please e-mail [mwebber@acecOregon.org](mailto:mwebber@acecOregon.org) or [adavis@acecOregon.org](mailto:adavis@acecOregon.org).

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGO

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5319 SW Westgate Drive, Suite 224, Portland, OR 97221

phone 503.292.2348 / fax 503.292.2410

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**Upcoming events:** [http://www.acecoregon.org/calendar\\_list.asp](http://www.acecoregon.org/calendar_list.asp).

**ACEC Oregon is 116 member firms strong representing more than 3,500 employees!**

Check out our online directory at [http://www.acecoregon.org/AF\\_MemberDirectory.asp](http://www.acecoregon.org/AF_MemberDirectory.asp).



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