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**THURS
April 27**

REGISTER NOW

SAVE \$\$! Register by April 18

\$60 - Early bird for ACEC and SMPS members

NOTE: SMPS is handling the registration, the link above 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

CPDs

Program is good for accruing 1.5

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.

(one and a half) 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

Two months into the legislative session and the transportation package discussion will now begin the process that many legislators and supporters have been waiting months to happen. Now the size and scope of the plan will begin to emerge as the Joint Transportation Committee begins to really wrestle with the needs of the system versus the ability to pay and fund the projects and plans identified by the four workgroups over the past month. The Monday night hearing focused on Funding 101 presented by legislative staff and tonight the Joint Committee will hear the report from the Accountability workgroup which was tasked with making recommendations based on the McKinsey management review of ODOT.

This Friday is the deadline to schedule bills for a work session in the original chamber and April 18 is the deadline to actually pass the bills from the original committee. May 19 is the deadline to schedule in the second chamber with a hard deadline of June 2 as the final day to pass the measures from the second chamber’s committee. These deadlines do not apply to certain committees including the Joint Transportation Committee so they will be working regular hours to meet their goals.

SB 885, that is being pushed by Canadian interests who want to change current comity laws, is expected to receive a work session in the Senate Business Committee next week. Amendments are being considered but ACEC remains opposed to the bill.

Please contact members of the committee through this link and voice your opposition to the bill. Simply title your message line: Oppose SB 885.
<https://olis.leg.state.or.us/liz/2017R1/Committees/SBT/Overview>

Key points include:

- There is already a fair process for Canadian engineers to work in Oregon. They just need to follow the process.
- The bill does not limit the changes just to Canada but will allow engineers from all over the world to request waivers from OSBEELS. OSBEELS has indicated they

will have a difficult time declining these waiver requests.

- If this bill is truly for emergency situations, there currently exists a very clear process for engineers from outside Oregon to respond to assist us in case of tsunami or Cascadian event.

**WED
May 3**

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

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

Only 3 seats remaining!
Class size limited to 20.

SCHEDULE

7:30 A.M. – Check-in & b'fast
8:00 A.M. – Program begins
(includes lunch)
4:00 P.M. – Conclusion

CPDs

Program is good for accruing 7.0 (seven) continuing professional development credits.

WHERE

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

Learn the Critical Elements of Successful Technical Writing
Correct bad habits and reinforce good habits



All messages fit within a broad communication environment. The large amount of technical information that professionals must consolidate and explain in technical documents requires skills to ensure that the information is understood by the intended audience.

This course explores methods for understanding the communication context, guiding the selection and organization of information, revealing the structural plan for the information, integrating visuals, and communicating with effective sentences and paragraphs.

You will learn the critical elements of technical writing:

- Audience and purpose
- Organizational strategies
- Document design principles (including effective use of graphics)
- Writing and revision methods

WHO SHOULD ATTEND

Engineers, scientists, and technical writers and editors who spend much of their time writing, revising, and editing documents will find this workshop useful in honing their technical communication skills.

**TUES
May 9**

SCHEDULE

8:30 A.M. – 4:30 P.M.

WHERE

Embassy Suites
9000 SW Washington Square Rd.
Tigard, OR 97223

ACEC/SEAO Contract Law & Risk Management program



More info to come!

Registration to open soon!

**THURS
May 25**

Click [HERE](#) to register.



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.)



SAVE THE DATE!

June 21 – Networking Day golf tournament, Langdon Farms



UPCOMING

- April 23-26 – [ACEC National Annual Convention & Legislative Summit](#), Washington, DC
- May 3 – [ACEC / SW WA Public Agency Liaison presentation/meeting](#)

ACEC Washington Upcoming Events – ACEC Oregon members receive the member rate!

- April 19 – [Advancing Women and Minorities in Leadership symposium](#)
- May 18-20 – [Spring Conference – Key Staff Recruitment and Retention: Finding and Keeping Your Rock Star Employees](#)

COURTESY ANNOUNCEMENTS

- April 25 – Kick-off meeting for **Canstruction**. RSVP to info@canstructionpdx.org. 21st 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.**

Comments? Questions? Please e-mail mwebber@acecOregon.org or adavis@acecOregon.org.

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGO

Serving the business needs of engineering and surveying companies in Oregon and southwest Washington since 1956.

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www.acecOregon.org

Member of the American Council of Engineering Companies, Washington, D.C. ~ www.acec.org

Upcoming events: http://www.acecoregon.org/calendar_list.asp.

ACEC Oregon is 118 member firms strong representing more than 3,600 employees!

Check out our online directory at http://www.acecoregon.org/AF_MemberDirectory.asp.



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