

IN THIS ISSUE

Last chance!

[CEO / Senior Management breakfast](#) – March 14

[Profitability & Risk Management in Engineering Practice](#) – April 4

**WED
March 14**

Click [HERE](#) to register.

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

SCHEDULE

7:00 A.M. – Check-in and breakfast

7:30 A.M. – Program begins

8:30 A.M. – Conclusion

WHERE

Multnomah Athletic Club
1849 SW Salmon Street
Portland, OR 97205



[CEO / Senior Management breakfast](#)

ACEC Oregon President **Mike Reed** and ACEC Legislative Committee Chair **Karen Tatman** will summarize the 2018 legislative session and discuss the political climate surrounding Qualifications-Based Selection (QBS).

They will also lead a discussion regarding our commitment to reach a QBS compromise. Participant opinions and ideas are encouraged!

THANK YOU TO OUR SPONSOR



**WED
April 4**

Click [HERE](#) to register.

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

[Profitability & Risk Management in Engineering Practice](#)

Engineers often feel that they are between a rock and a hard place when it comes to risk management and profitability. If they follow all of the risk management advice they are given – e.g., “only sign 100% insurable contracts,” “don’t do business with difficult clients,” “send CYA letters about everything” —they risk losing clients and projects. But engineers are also aware that one claim can have devastating impact on the firm’s profitability in the form of a (often quite large) deductible obligation, lost time, damage to reputation, and the like.

In this seminar we will explore how engineers can navigate the dangerous waters between sound

SCHEDULE

- 7:30 A.M. – Check-in and breakfast
- 8:00 A.M. – Program begins
- 10:30 A.M. – Conclusion

WHERE

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

Good for 2.5 continuing professional
development credits!

risk management and profitability. We will provide practical advice about client and project selection, contract negotiation, and using documentation and communication to strengthen client relationships and reduce the likelihood of professional liability claims.



Karen is an active participant on the ACEC National Risk Management Committee and a frequent presenter at ACEC and AIA national meetings.

ABOUT THE SPEAKER

Karen Erger, Lockton, is Vice President and Director of Practice Risk Management at Lockton, the world's largest privately owned, independent insurance brokerage. Drawing upon her experience as a construction lawyer in private practice and as a claim supervisor for a major insurer of architects' and engineers' professional liability, Karen consults with Lockton's architecture, engineering, and construction clients on practice management issues, including complex claims and contracts, and provides risk management training and resources.

She graduated Phi Beta Kappa from the University of Chicago at 20 years of age with a degree in politics, economics, rhetoric, and law, and earned her law degree at the University of Chicago Law School.

UPCOMING

- April 5 – [ACEC / SW WA Public Agency Liaison meeting & presentation](#), City of Vancouver/Water Resources Education Center
- April 15-18 – [ACEC National Annual Convention & Legislative Summit](#), Washington, DC
- May 2 – Executive-level Mentoring / Panel Discussion, moderated by Leo MacLeod

SAVE THE DATES

- May 23 – Annual business dinner with *brief* committee reports
- June 20 – Networking Day golf tournament, Langdon Farms
- Sept 13-15 – ACEC OR+WA Fall Conference, Clearwater Casino Resort
Suquamish, Washington *Right on the water!*

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

- March 8 – [Developing Leaders Group Networking Happy Hour](#)
- March 29 – Workshop: [Principles of Project Management](#)

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

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGON

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

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



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