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WHEN

9:00 A.M. to 12:00 NOON

Program is good for accruing
3.0 continuing professional development credits.

Demystifying Business Development –

December 2

Consulting professionals often approach business development (BD) with a mindset of fear and anxiety. This interactive course demystifies BD into simple and actionable steps you can take to confidently win the work you want with the clients you want.

In this class, you'll learn to:

- Identify the right clients
- Build a sustainable network
- Engage different personalities to build trust
- Ask the right questions to gain a competitive advantage
- Learn what authentic BD means to you
- Develop a personal BD plan for immediate action

[Click here for more info and to register.](#)

Zoom login credentials are included with the registration confirmation (and will also be sent again to registrants prior to the program).



Complimentary for members!

ACEC Finance Forum – December 7

This complimentary meeting will feature facilitated discussion on work from home, technology investments, and an update on PPP loan forgiveness. There will also be a roundtable discussion for other topics. Program should run about 90 minutes.

Complimentary for ACEC members.
If your firm is a member, you are a member.

11:00 A.M. Pacific (2:00 P.M. Eastern) (approx. 90 minutes)

[Click here to register.](#)

After registering, you will receive a confirmation email containing information about joining the meeting.



Message from ACEC Business Trust:

As our industry evolves and goes more virtual to achieve growth and engagement, the rate of Cyber Security attacks continues to increase. Terms such as spear phishing, ransomware and business email compromise (BEC) have now become part of our everyday risk management vernacular.

To address this growing risk, the ACEC Business Insurance Trust has partnered with Greyling Insurance Brokerage, a division of EPIC, and Coalition, a cyber risk management firm, to offer you what we view as a best in class solution.

This complete cyber risk offering combines system monitoring, insurance and risk management, all in one package.

Distinctive characteristics of this cyber program:

- Free Cyber Risk Assessment (\$2,500 value)
- Customizable insurance
- 24/7 Security monitoring
- Alerts of cyber incidents
- Security tools to minimize risk
- Access to security team
- ACEC member endorsed enhanced coverages

[Get your complimentary cyber risk assessment and quote now.](#) *No commitment required.*

If you have any questions, please feel free to contact us at 833.ACECBIT (833.223.2248) or email us at acecbit@greyling.com.



Listen on [PodBean](#) or
[Apple Podcasts](#)

ACEC Engineering Influence podcasts

- [Strategic Considerations of a Contributory ESOP](#)
- [Looking into the Future of the Office Market](#)
- [A Preview of the Fall 2020 Private Industry Brief](#)

UPCOMING

- Dec 9 – Legislative Preview

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

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

ACEC Oregon is 115 member firms strong representing approximately 4,000 employees!

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

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