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Demystifying Business Development – December 4

Save \$\$! Register by November 22

Legislative Preview Dinner – December 11

ACEC “Engineering Influence” podcasts



SCHEDULE

7:30 A.M. – Check-in & breakfast

8:00 A.M. – Program begins

12:00 NOON – Conclusion

WHERE

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

CPDs

This class is good for accruing four (4.0) continuing professional development credits.

COST

Demystifying Business Development – December 4

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

THANK YOU TO DEA for providing the event space!



DAVID EVANS
AND ASSOCIATES INC.

Click [HERE](#) for more details and to register.

\$265 members
\$365 non-members

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



SCHEDULE

5:00 P.M. – Social
6:00 P.M. – Dinner
7:00 P.M. – Program



WHERE

Ernesto's Italian Restaurant
8544 SW Apple Way
Portland, OR 97225

Legislative Preview Dinner – December 11

ACEC Oregon lobbyist **Marshall Coba** and an Oregon legislator will preview the upcoming 2020 legislative session which begins in February.

Issues to be discussed include amendments to the business activity tax and monitoring the cap and trade legislation concerning potential negative impacts to the Highway Trust Fund, Oregon budget issues and other issues that may be introduced.

Looking toward the 2021 session, the presenters will go over preliminary work on duty to defend legislation and a significant statewide water funding package.

SAVE \$\$! Register by November 22

	<u>by 11-22-19</u>	<u>after 11-22-19</u>
Members & their guests	\$45	\$55
<i>If your firm is an ACEC Oregon member, then you are a member.</i>		
Non-members	\$70	\$80

Click [HERE](#) to register.

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

THANK YOU, SPONSOR!



ACEC "Engineering Influence" podcasts

RECENT

- Private Industry Brief: Commercial and Residential Real Estate
- An Interview with Rep. Bruce Westerman, P.E. (Arkansas-4)
- Virtual and Augmented Reality in the Engineering Industry



[Click here to listen on PodBean.](#)

[Click here to listen on Apple Podcasts.](#)

Engineering Excellence Awards

SAVE THE DATE!

January 15 – Engineering Excellence Awards dinner



CONTRIBUTE TO THE SCHOLARSHIP FUND!

The ACEC Oregon board of directors and Scholarship Committee are asking member firms to boost the profession with a gift to the scholarship fund. Thank you to **OBEC Consulting Engineers** and **Miller Consulting Engineers** for recent donations. Click [HERE](#) for more information and a pledge form, or contact mwebber@acecOregon.org.

COURTESY ANNOUNCEMENT

December 10 – SMPS's Anti-Social Social, A winter fundraiser benefitting Rose Haven The Eleanor, a Chown Hardware Event Space, 4:30 to 6:30 P.M.

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

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGON

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

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

ACEC Oregon is 120 member firms strong representing more than 3,700 employees!

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



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