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WHEN

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

Program is good for accruing 3.0 continuing professional development credits.

LAST CHANCE!

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).



WHEN

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

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.

Click here to register.

Upon registration a confirmation email is sent containing information about joining the meeting.



Steve Hall
ACEC Senior VP, Advocacy



Marshall Coba
CobaCo Government Relations

WHEN
3:30 to 4:45 P.M.

Complimentary for members!

Legislative Preview – December 9

Learn the latest in government affairs from ACEC’s Senior Vice President of Advocacy, **Steve Hall**, and ACEC Oregon’s lobbyist, **Marshall Coba**, during this virtual presentation.

Hall will discuss preparations for the 117th Congress, including supplemental funding for state and local agencies in any COVID relief legislation. Hall will also go over possible infrastructure package scenarios.

Coba will provide an overview of what to expect during the Oregon legislative session. Issues will include:

- Duty to Defend
- A road user fee concept being brought forward by the Road User Fee Task Force
- The activities of the Interstate Bridge Committee
- Legislative leadership priorities
- Other key issues

[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).



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

ACEC Engineering Influence Podcasts

- [Dodge Chief Economist Richard Branch on his 2021 Economic Forecast](#)
- [EEA Snapshot: WSP’s Weekend ABC Superstructure Replacement Project](#)
- [The Role of the Activist Engineer in Society](#)

UPCOMING

January 28 – Engineering Excellence Awards program

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 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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