LAST CHANCE!

Demystifying Business Development – December 4

Senator Mark Hass to speak

Legislative Preview Dinner – December 11

Engineering Excellence Awards dinner – January 15

LAST CHANCE!

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!

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!
Legislative Preview Dinner – December 11

Senator Mark Hass to speak

Senator Hass and ACEC Oregon lobbyist Marshall Coba 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.

Click HERE to register.

Click HERE to see who’s already registered.

THANK YOU, SPONSOR!

WHERE
Ernesto’s Italian Restaurant
8544 SW Apple Way
Portland, OR  97225
Reserve your table or seats for the awards dinner!
Wed., January 15, 2020

More than 300 members, clients and guests are expected. This is our biggest event of the year and not to be missed! Early registration is encouraged. You can reserve your table or seats today without knowing any or only some of your attendees’ names. Names can be provided later.

REGISTRATION FEES
- Table of 10 - $1,100
- Individual seats - $110

BE A SPONSOR!
- Gold sponsor - $2,000
  One table of 10 seats with priority seating, two bottles of hosted wine, firm logo on event webpage and in registration materials, acknowledgement in printed program, firm name/logo included in pre-dinner slideshow, verbal recognition during dinner, table sign, recognition in ACEC Oregon’s Engineering Excellence newsletter.

- Patron - $1,700
  One table of 10 seats, firm logo on event webpage and in registration materials, acknowledgement in printed program, firm name/logo included in pre-dinner slideshow, verbal recognition during dinner, table sign, recognition in ACEC Oregon’s Engineering Excellence newsletter.

- Exhibitor - $500 (limited to 5)
  Display table for your firm’s products/services in the upstairs “viewing of entries” area with potential for exposure to approximately 300 members, clients and guests. Includes one dinner registration. Additional dinner registrations may be purchased separately.

Click HERE to register for the awards dinner.
Or contact mwebber@acecOregon.org to be registered and invoiced. (Invoicing offered for members only.)

It is the responsibility of registrants to inform us in advance of any special meal requirements.

MENU
- Green Salad (vg) (gf) - Local Baby Greens, Tomato, Cucumber, Red Onion, Carrots, Marinated Olives, Sherry Vinaigrette
- Crab Cake & Filet - Petit Filet Mignon, Pinot Noir Demi-Glace, House-made Crab Cake, Mango Salsa, Fingerling Potato Lyonnaise, Market Vegetable
- Assorted Miniature Desserts (v)

(vg) = vegan | (gf) = gluten free | (v) = vegetarian
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.
5319 SW Westgate Drive, Suite 224, Portland, OR 97221
phone 503.292.2348 / fax 503.292.2410
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 120 member firms strong representing more than 3,700 employees!
Check out our online directory at http://www.acecoregon.org/AF_MemberDirectory.asp.

If you do not wish to receive emails from ACEC OR, please reply to this email to be removed from our email list.
Questions about this email can be sent to mwebber@acecOregon.org. This notice is provided to further the purposes of the federal CAN-SPAM Act of 2003.