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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.



Meet ACEC Oregon's New Staff Member!

ACEC Oregon has added a new staff member—**Gracie Doherty**. Gracie is a recent graduate of Gonzaga University. She holds a B.A. in Communication Studies and minored in Promotions (Marketing).

She looks forward to meeting ACEC Oregon members virtually and “in person” someday soon!

You can reach Gracie at gdoherly@acecoreogn.org.



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 Happy Hour

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

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGON

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5319 SW Westgate Drive, Suite 224, Portland, OR 97221

phone 503.292.2348 / fax 503.292.2410

www.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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