**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

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

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

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<td>Members &amp; their guests</td>
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<td>If your firm is an ACEC Oregon member, then you are a member.</td>
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Click HERE to register.

Click HERE to see who’s already registered.

THANK YOU, SPONSOR!
New member spotlight—WELCOME!

Brandy Properties, LLC is property development engineering firm providing general civil engineering and land development services. Firm rep is Harvey Cummings, P.E.

RHT Energy, Inc. provides complete energy conservation services for industrial, educational, government and commercial organizations. The firm’s mission is to provide services that maximize energy savings, cash incentives, and tax credits for their clients. RHT specializes in performing technical analysis studies on a wide variety of simple to complex commercial and industrial processes. Services include energy audits, grant writing, project management, technical analysis and training. Firm rep is Scottt Scheuneman, P.E.

Windsor Engineers’ professional staff combine a passion for satisfying clients and utilizing knowledge of construction to engineer high-performance infrastructure. To that end, the firm created Windsor Infrastructure which supplements the MEP side of the business. Infrastructure engineering services offered include environmental engineering; water, wastewater and stormwater services; and civil engineering. Firm rep is Travis Tormanen, P.E. Other key personnel are Tyler Stewart, P.E., and Zack Klein, EIT.

ACEC “Engineering Influence” podcasts

RECENT

- Private Industry Brief: Commercial and Residential Real Estate
- 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
November 12 – Engineers for a Sustainable Future present “NEEA and Energy Efficiency”
with Christopher Dymond, Northwest Energy Efficiency Alliance (NEEA)
12:00 to 1:15 P.M., Glumac – No need to RSVP, just show up!
One PDH granted for attendance.

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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