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

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

**ACEC Engineering Influence podcast with Erik Peterson: How private market firms can benefit from ACEC membership**

Engineering Influence, ACEC National's podcast series, recently sat down with **Erik Peterson**, ACEC Oregon's National Director and Principal at Peterson Structural Engineers, to discuss the importance of ACEC membership for firms engaged in the private marketplace.



Pictured above, from left: ACEC Oregon National Director and Past President **Erik Peterson, Peterson Structural Engineers**, and ACEC Strategic Communications Director **Jeff Urbanchuk**, record an Engineering Influence podcast during the ACEC National fall conference in Chicago earlier this month.



#### SCHEDULE

7:30 A.M. - Check-in & breakfast  
8:00 A.M. – Program begins  
11:00 A.M. - Conclusion

#### WHERE

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

#### CPDs

This class is good for accruing three (3.0) continuing professional development credits.

#### COST

\$265 members  
\$365 non-members

## Managing Time & Relationships – November 6

Transitioning from doer to leader means you start to shift your focus on what you do during the day and how you interact with the people around you to increase your sphere of influence.

In this class, you'll learn to:

- Set a vision for yourself as a leader
- Create an actionable plan to get there
- Plan and prioritize your day
- Manage e-mail and meetings to keep yourself focused
- Delegate more tasks with greater confidence
- Build equity and accountability with your team
- Understand how each interaction affects your progress as a leader

THANK YOU TO DEA for providing the event space!



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

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



**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**

\$265 members  
 \$365 non-members

**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!



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

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



**ACEC Private Industry Brief: Focus on commercial/residential real estate market**

ACEC’s latest *Private Industry Brief* highlights the opportunities for engineering firms in the commercial/residential real estate market, laying out the market trends, top clients, and biggest markets.

[Click here to read the four-page brief.](#)

**OSBEELS announces new administrator**

At its September meeting, the members of the Oregon State Board of



Examiners for Engineering & Land Surveying (OSBEELS) selected **Jason Barbee** to be the Board’s next Administrator. Barbee joined the agency after serving as the Unemployment Insurance Division Deputy Director for Policy and Operations with the State of Oregon’s Employment Department. He started with the Board on October 1.

Barbee brings over 11 years of management experience with the State of Oregon, and has a track record of successfully leading programs and departments.

“It is an absolute honor to lead this agency which has such an important role to play in the safety and wellbeing of the public. I’m looking forward to learning from the Board, the staff and the stakeholders to make sure we provide the best possible services and resources to our state registrants and members of the public.” –*Jason Barbee, Administrator, Board of Examiners for Engineering and Land Surveying*

In his new role with the OSBEELS, Barbee will oversee the day-to-day operations of the agency and serve as a Board representative to external state departments and professional organizations, among other responsibilities.

“The Board is very excited to have Jason step into the Administrator position. Jason’s skill sets in leadership, management and policy development are well suited for the OSBEELS in achieving its mission to protect life, health, and property,” said Board President, Daren Cone.

[Read more here.](#)

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#### SAVE THE DATES

- Dec 11 – Legislative Preview Dinner
- Jan 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](mailto:mwebber@acecOregon.org).

#### COURTESY ANNOUNCEMENTS

- Oct 25 – AIA Oregon presents the **2019 Portland Architecture Awards**
- Nov 6-8 – U.S. High Speed Rail Association presents **Cascadia Rail Summit**, Seattle

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Comments? Questions? Please e-mail [mwebber@acecOregon.org](mailto:mwebber@acecOregon.org) or [adavis@acecOregon.org](mailto:adavis@acecOregon.org).

AMERICAN COUNCIL OF ENGINEERING COMPANIES OF OREGON

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**Upcoming events:** [http://www.acecoregon.org/calendar\\_list.asp](http://www.acecoregon.org/calendar_list.asp).

**ACEC Oregon is 119 member firms strong representing more than 3,700 employees!**

Check out our online directory at [http://www.acecoregon.org/AF\\_MemberDirectory.asp](http://www.acecoregon.org/AF_MemberDirectory.asp).



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