

IN THIS ISSUE

LAST CHANCE!

Managing Time & Relationships – November 6

Demystifying Business Development – December 4

Legislative Preview Dinner – December 11

ACEC “Engineering Influence” podcasts



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

LAST CHANCE!

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!

three (3.0) continuing professional development credits.

COST
\$265 members
\$365 non-members



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.

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



SCHEDULE

5:00 P.M. – Social

6:00 P.M. – Dinner

7:00 P.M. – Program

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

	<u>by 11-22-19</u>	<u>after 11-22-19</u>
Members & their guests	\$45	\$55
<i>If your firm is an ACEC Oregon member, then you are a member.</i>		
Non-members	\$70	\$80

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



ACEC “Engineering Influence” podcasts

RECENT

- Virtual and Augmented Reality in the Engineering Industry
- The Changing Face of IT with Mead & Hunt’s Andy Knauf
- The Importance of Socio-Economic Diversity in Hiring

[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 6-8 – U.S. High Speed Rail Association presents **Cascadia Rail Summit**, Seattle

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

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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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