LAST CHANCE!

Managing Time & Relationships – November 6

Demystifying Business Development – December 4

Legislative Preview Dinner – December 11

ACEC “Engineering Influence” podcasts

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.

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
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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<th>Members &amp; their guests</th>
<th>by 11-22-19</th>
<th>after 11-22-19</th>
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<td>If your firm is an ACEC Oregon member, then you are a member.</td>
<td>$45</td>
<td>$55</td>
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<tr>
<td>Non-members</td>
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Click **HERE** to register.

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**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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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
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Upcoming events: http://www.acecoregon.org/calendar_list.asp.

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