



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

Last Word

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

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2009 Annual Convention Edition

INDUSTRY NEWS

Agriculture Department Allocates \$615.8 Million for Rural Water Projects

U.S. Department of Agriculture announced that more than \$615.8 million in water and environmental projects will receive immediate federal funding under the American Recovery and Reinvestment Act...[click here](#) for more.

Stimulus Promotes Intelligent Transportation Systems Technology

The recently passed stimulus package includes funding for intelligent transportation systems (ITS), which are already showing their ability to make road construction projects go more smoothly...[click here](#) for more.

U.S. Natural Gas Industry Goes From Bust to Boom

After an era of declining production, the U.S. now has plenty of natural gas, the latest example being a massive natural-gas discovery in northern Louisiana...[click here](#) for more.

[Click here](#) for more News Briefs.

[Click here](#) for a printer-friendly Last Word.

Advertise Now On New ACEC Website

Promote your firm on ACEC's new website. The newly revamped ACEC homepage now includes advertising space for you to promote your products and services.

WWW.ACEC.ORG receives 28,000 unique monthly visitors, both members and non-members, and each visit to the site averages 18 minutes. Advertising on ACEC's official website provides you with a great opportunity to build your brand, promote your firm and

More Than 1,000 Celebrate ACEC's Centennial Convention In Washington D.C.



The world-renowned Capitol Steps comedy troupe kicked-off the 100th Anniversary Convention celebration with hilarious political satire.



Outgoing Chairman John Hennessy addresses Opening General Session.

A filled-to-capacity Centennial Reception and Dinner featuring the Capitol Steps opened ACEC's 100th Anniversary Convention in the nation's capital.

More than 1,000 members and guests attended the three-day meeting. U.S. Transportation Secretary Ray LaHood, CNN Political Analyst David Gergen and Lt. Gen. Robert Van Antwerp, chief of the U.S. Army Corps of Engineers, were among the notable speakers.

More than 40 education sessions covered a wide range of current business topics.

The Engineering Excellence Awards Gala—a black-tie affair hosted by Emmy Award-winning comedian Ross Shafer—honored the best engineering achievements of the year.

"There was just so much to enjoy," said Travis Conklin of Engineering Associates in Cody, Wyo., "There were the Capitol Steps and General Van Antwerp. I especially appreciated the CEO Roundtable."

"The education sessions were exceptional," said Philip Beer of USI Consultants in Indiana.

"Seeing the Capitol Steps live was great," said Jan Rozga of CH2M HILL. "The speakers were fabulous,



Incoming Chairman Tim Psomas spoke about the Council's future.

grow your business

[Click here](#) to view pricing and sizes, or contact Nina Goldman at ngoldman@acec.org today to reserve your space.

Convention Attendees Win In Exhibit Hall Rewards Program

Three lucky Convention attendees who participated in the Exhibit Hall Rewards program during the 2009 Annual Convention won \$200 Visa gift cards.

- Steve Moore from Parsons Brinckerhoff in Philadelphia won after he visited the [SITEOPS](#) booth.
- Roger Johr of Williams & Works in Grand Rapids, MI was the second winner, drawn from the [American Arbitration Association](#) booth.
- Mark B. Zydel of Hoyle, Tanners & Associates in Manchester, NH was the winner of the final drawing, which was done from the [Victor O. Schinnerer](#) booth.

Don't forget to participate in the Exhibit Hall Rewards Program at the upcoming Fall Conference in Palm Springs; you could be a winner.

ACEC JOB BOARD

Recruit College Graduates On The Job Board

With college graduations upon us, May is the month to post your available engineering positions on the ACEC Job Board.

Be one of the first 10 firms to post a job and save 25 percent on any posting package you choose. You must use the code SPRINGSAVINGS before May 31 to receive your discount. Don't miss these big savings.

With over 400 posted A/E/C industry jobs and more than 16,700 candidate resumes, the ACEC Job Board's advanced search features produce effective, specific results for both job seekers and employers.

Don't forget, while you have an active job posting, you will also have access to our searchable resume database, containing over 16,700 job seekers.

Visit the [ACEC Job Board](#) to create an account and post your job today.

For more information, contact Nina Goldman at 202-682-4325 or write ngoldman@acec.org.

especially David Gergen. The session on *100 Years of Engineering Business Practices* was very interesting."

More Convention Highlights:

- ACEC/California's Timothy Psomas succeeded John Hennessy as ACEC's 2009-2010 chairman; and five new members joined the 2009-2010 Executive Committee with Gerry Stump as chairman-elect. New national vice chairs are Robin Greenleaf; Bartlett Patton; and Kenneth Wightman. ACEC/Kansas Executive Director Scott Heidner will serve as the NAECE representative.
- ACEC's Board of Directors adjusted the membership dues cap from 2,140 employees to 5,000, to be implemented over a three-year period by one-third each year; passed a bylaws amendment allowing national membership eligibility for surveying firms; and passed a bylaws amendment allowing reciprocity with states on affiliate membership.
- Robert Atkinson, chairman of the National Surface Transportation Infrastructure Financing Commission, provided an update on his commission's call for an increase in the federal gas tax and the need to transition to a mileage-based financing system to address the nation's transportation funding crisis.
- Congressmen John Duncan (R-TN), Kendrick Meek (D-FL), and John Boozman (R-AR) highlighted the Convention's legislative programs.
- "Citizen lobbyists" conducted more than 200 visits to Congressional offices to support important ACEC legislative initiatives.
- CDM was awarded the 2009 Grand Conceptor Award signifying the year's best engineering achievement for the Orange County Groundwater Replenishment System—among the 168 projects honored at the Engineering Excellence Awards Gala.
- In recognition of ACEC's 100th Anniversary, leaders of the International Federation of Consulting Engineers (FIDIC) presented the Council with a crystal memento with the inscription: "Commemorating a Century of Leadership in our Industry."
- Officials from the Association of Canadian Engineering Companies also presented ACEC with a beautiful painting to recognize the Council's centennial achievement.
- ACEC former chairs presented ACEC President Dave Raymond with an award for 10 years of exemplary service to the Council.



Chris Newcomb, left, chairman of the Association of Canadian Engineering Companies, presents the Council a scenic painting of Canada's famous midnight sun in recognition of ACEC's 100th Anniversary. Also pictured from the left, ACEC/Canada President Jeff Morrison, Chairman John Hennessy, Incoming Chairman Tim Psomas and President Dave Raymond.

ACEC JOB BOARD

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Over 16,700 Searchable
Resumes Posted

Over 2,000 Registered
Employers

Last Five "Help Wanted"
Open Positions:

**New England Environmental Area
Manager**—Littleton, MA

Experienced Project Manager—
Minneapolis, MN

**Sr. Project Engineer- Satellite Office
Leader**—Champaign, IL

VP of Construction Services—
Nationwide

Transportation Staff Engineer—
Wausau, WI

A Sampling of Posted Resumes:

Geotechnical Engineers—1,103

Water Resources/Wastewater
Engineers—1,707

Transportation—1,456

Civil Engineers—2,344

Structural Engineers—1,683

Environmental Engineers—1,528

View These Resumes and Jobs
on ACEC's Job Board
<http://www.acec.org/jobbank>

LaHood Positive On Stimulus, High-Speed Rail; Not Ready For Gas Tax Increase

Addressing a standing-room-only audience, Secretary of Transportation Ray LaHood said that "reinvesting in and rehabilitating our national transportation infrastructure is one of the highest priorities" of President Obama's Administration.

"The American Recovery and Reinvestment Act of 2009 (the stimulus bill) is the single biggest investment in our transportation infrastructure since the Interstate Highway System," he said. "It represents a new commitment to rebuilding our national infrastructure."

LaHood was especially keen on the Administration's high-speed rail initiative.

Looking ahead to the authorization of a new highway bill, the Secretary indicated that the Administration was not yet ready to increase the gasoline tax or transition to a Vehicle Miles Traveled (VMT) system.

"The Highway Trust Fund is inadequate to do all the things we want to do," he said. "But this Administration feels it is not the time to raise the gasoline tax."

Instead, Secretary LaHood promoted a variety of other potential funding sources, including an infrastructure bank, tolling, and public/private partnerships.

Business Community Critical To Progress Says Gergen

During the Opening General Session, CNN Senior Political Analyst David Gergen painted a mixed picture of the Obama Administration, pointing out that the Administration has very few business people in leadership positions, and the business community is wary of the Administration's seemingly anti-business attitude.

CNN Analyst David Gergen discussed challenges faced by the Obama Administration during the Opening General Session.

However, he predicted that: "When the dust settles, there will be a new landscape between the government and business," and that "The future will depend not just on politicians, but also on how the business community responds. Business leaders need to rebuild the trust with the American people that has been shattered."

Van Antwerp Stresses Core Reliance On Private Sector

Lt. Gen. Robert Van Antwerp, chief of the U.S. Army Corps of Engineers, provided an inspirational presentation and bright picture of the Corps and its partners in the engineering industry.

He underscored the Corps' reliance on the private sector for the execution of its projects.

Van Antwerp reported that the Corps has 700 stimulus projects worth \$4.6 billion that have "already been authorized and funded. We see an opportunity to run at full capability," he said.

In these difficult economic times, Van Antwerp also called on attendees to adopt a fresh and optimistic view of their businesses. "Some people approach their work thinking 'what do I have to do today,'" he said. "Instead, look at your business and say, 'what do I get to do today?'"



U.S. Transportation Secretary Ray LaHood promoted the American Recovery and Reinvestment Act during the Anniversary Luncheon.



CNN Analyst David Gergen discussed challenges faced by the Obama Administration during the Opening General Session.

Best Sellers From The ACEC Convention

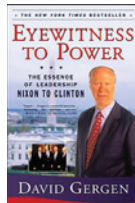
Did you miss these speaker books at the ACEC Convention? You can purchase them now through the bookstore!

Eyewitness to Power— The Essence of Leadership Nixon to Clinton

David Gergen

Limited number of signed copies available

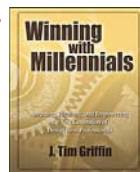
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Winning with Millennials— Attracting, Retaining & Empowering the Next Generation of Design Firm Professionals

J. Tim Griffin, PE, LEED AP

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Marketplace Masters— How Professional Service Firms Compete To Win

Suzanne C. Lowe

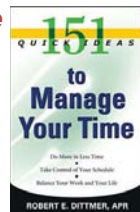
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151 Quick Ideas to Manage Your Time

Robert E. Dittmer, APR

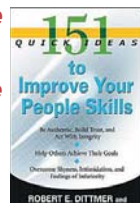
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151 Quick Ideas to Improve Your People Skills

Robert E. Dittmer & Stephanie McFarland

[Click here](#) to order.



The Investigation of Build- ings—A Guide for Architects, Engineers, and Owners

Donald Friedman

[Click here](#) to order.



Convention Lobbying Effort Yields Success



ACEC/Illinois members met with Rep. Judy Biggert (R-IL), center, to advocate for key industry issues. From left to right: Mohammed Shabbir Hassan (seated), URS; Pedro Cevallos-Candau, Primavera; Rep. Biggert; Peter Mesha, Wight & Company; and John Bouse, Gage Consulting Engineers.

ACEC's "citizen lobbyists" scored several successes during the industry lobbying effort at the Convention.

Members secured support for repeal of the onerous 3 percent withholding mandate, and educated House and Senate offices on the looming funding crisis facing the Highway Trust Fund.

They also focused on final passage of a new water infrastructure program, and stressed the importance of contracting out to the engineering industry as an effective means to deliver innovative infrastructure improvements to the public.

"Hill visits really do work," said Peter Strub of TranSystems in South Carolina, noting that soon after his meeting with Congressman Bob Inglis (R-SC), the Congressman contacted him to confirm that he had signed on as a cosponsor of the 3 percent withholding repeal legislation.

Floyd Damron of CH2M HILL in Alaska reported a similar success story in the Senate, securing newly elected Senator Mark Begich (D-AK) as a cosponsor of the repeal legislation.



Congressman Earl Blumenauer (D-OR), left, at a fundraiser in his honor at the Annual Convention, praised the work of ACEC in educating Members of Congress on the need for increased funding for water and transportation infrastructure.

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Pennoni Associates, Inc.

SILVER

The Louis Berger Group, Inc.

Strand Associates, Inc.

Winning Was The Name Of The Game For ACEC/PAC, Contributors

ACEC/PAC enjoyed strong fundraising success at the 2009 ACEC Annual Convention, with nearly \$115,000 raised to support the Council's political program.

At the ACEC/PAC Sweepstakes drawing, the winners were:

- Terry Neimeyer, KCI Technologies, Hunt Valley, MD, who won \$10,000.
- Thomas Collins, Collins Engineers, Inc., Chicago, who won \$5,000.
- Harold Cannon, Cannon & Cannon, Knoxville, TN, who won \$2,000.
- Chris Robertson of Shannon & Wilson in Seattle who was the \$1,000 prize winner. He donated the prize money back to ACEC/PAC to further support ACEC's legislative initiatives.



ACEC/PAC Sweepstakes Winner Harold Cannon, center, holds his \$2,000 winning sweepstakes check and is joined by ACEC Chairman Tim Pomas and ACEC/PAC Director Elizabeth Coit.

CDM's Groundwater Replenishment System Wins 2009 Grand Conceptor Award

The Orange County Groundwater Replenishment System in Fountain Valley, Calif., was named the year's best engineering achievement at the Convention's 43rd Engineering Excellence Awards.

Designed by CDM, it is the world's largest facility for transforming wastewater into drinking water. The project was chosen from 168 submissions for its innovative engineering design and impact on society.

Located in drought-plagued Orange County, California, the project includes a multi-stage cleansing process that produces 70 million gallons per day of recycled water that exceeds drinking water standards. The water is added after treatment to an underground aquifer—the district's primary water source—satisfying the needs of half a million residents.



Grand Conceptor Award winners on stage at the EEA Gala from the left are: Richard Comeille, CDM vice president, Bruce Chalmers, CDM associate, and Doug Davert, chairman, Orange County Sanitation District. ACEC President Dave Raymond and ACEC Chairman John Hennessy applaud the winners.

Online Seminars Are Cost-Effective Source For Business Tools, PDHs

With one registration fee payable per Internet connection, a roomful of staff can participate in an ACEC online seminar at no additional cost—a welcome and cost-effective way to gain knowledge and earn needed PDHs. ACEC's 2009 calendar of online seminars features a wide variety of topics in support of better A/E business management knowledge and the techniques needed to weather an uncertain economy.

May

12—Risk Management Report Card: Would Your Firm Earn A, F or Incomplete? by Erin Austin and Jack Beemer, David Evans and Associates, Inc., and panel

13—Increase Your Win Rate with Powerful, Persuasive Proposals by Clare G. Ross, The Clare Ross Organization

19—Value vs. Cost: Getting Paid What You're Worth by David Stone, Stone & Company

20—Breaking Down the Generational Language Barrier in Today's Multigenerational Engineering Workplace by Lori Oakes-Coyne, Morrissey Goodale, LLC

21—Economic Stimulus Program Funding: EPA Local Water & Sewer Projects by James A. Hanlon, Director, EPA Office of Wastewater Management

26—The Climate Project: Impact of Global Climate Change on Engineering Practice by Raymond Sirois, Wright-Pierce Engineers

27—Lessons Learned in Implementing BIM and IPD in a 900-Person Multidisciplinary Firm by Sean Smith, Gresham Smith and Partners

Other top 2009 Engineering Excellence Award winners are:

GRAND AWARDS

Lucas Oil Stadium, Indianapolis, Ind., **Walter P Moore**—Houston, Texas

Great River Energy Headquarters, Maple Grove, Minn. **Dunham Associates, Inc.**—Minneapolis, Minn.

One Rincon Hill, San Francisco, Calif. **Magnusson Klemencic Associates**—Seattle, Wash.

High Road Bridge Over Long Run Creek, Lockport, Ill. **Teng & Associates, Inc.**—Chicago, Ill.

City of Buffalo Wastewater Treatment Facility, Buffalo, Minn. **Bolton & Menk, Inc.**—Mankato, Minn.

Woodrow Wilson Bridge, Maryland and Virginia **Potomac Crossing Consultants—a joint venture of Parsons Brinckerhoff; URS; and Rummel, Klepper & Kahl**—Baltimore, Md.

Andersen Corp. Steam Generating Facility, Bayport, Minn. **TKDA**—St. Paul, Minn.

HONOR AWARDS

The Ohmi-Ohdori Bridge, Shiga Prefecture, Japan **The Louis Berger Group/J.A. Brennan Associates**—Washington, D.C.

Shanghai World Financial Center, Shanghai, China **Leslie E. Robertson Associates, R.L.L.P.**—New York, N.Y.

One Bryant Park, The Bank of America Headquarters, New York, N.Y. **Jaros Baum & Bolles**—New York, N.Y.

17th Street Canal Interim Closure Structure, New Orleans/Metairie, La. **Linfield, Hunter & Junius, Inc.**—Metairie, La.

Pentagon Memorial, Arlington, Va., **Alpha Corporation**—Dulles, Va.

Grand Avenue Bus Depot and Central Maintenance Facility, New York, N.Y. **Gannett Fleming Engineers and Architects, P.C.**—New York, N.Y.

I-35W Bridge, Minneapolis, Minn., **FIGG Bridge Engineers, Inc.**—Tallahassee, Fla.

Leachate Treatment Goes "GREEN" with PHYTO, St. Louis, Mo. **Leggette, Brashears & Graham, Inc.**—St. Paul, Minn.

Marina Barrage and Reservoir Singapore, Republic of Singapore **CDM**—Cambridge, Mass.

June

2—[Take Charge of Your Health!](#) by Jean Kapetanios, *UnitedHealthcare*

3—[Retirement Program Trends in the Engineering Industry](#) by David Waters, *Prudential Financial* and Nancy Barrette, *ACEC Retirement Trust*

9—[Negotiating Better Engineering Contracts: A Win-Win Situation](#) by Gary Bates, *Roenker Bates Group*

16—[Risk Taking Under the 2007 AIA, Consensus and EJCDC Documents](#) by Roger Sabo, *Schottenstein Zox and Dunn*

17—[If You Haven't Planned It, You Can't Control It](#) by Gary Bates, *Roenker Bates Group*

23—[How Can You Exceed My Expectations If You Don't Know What They Are? Looking for Real \(and Useful\) Client Feedback](#) by David Stone, *Stone & Company*

Red Mountain Freeway, Mesa, Ariz., **Stanley Consultants, Inc.**—*Phoenix, Ariz.*

S.W. Minnesota Wind Transmission Upgrade Project, Worthington, Minn. **Burns & McDonnell**—*Kansas City, Mo.*

The High Line Project, New York, N.Y., **HDR Engineering, Inc.**—*New York, N.Y.*

The Lewistown Narrows, Lewistown, Pa., **The EADS Group, Inc.**—*Altoona, Pa.*

U.S. 90 over St. Louis Bay, Pass Christian, Miss. **HNTB Corporation / Burns Cooley Dennis, Inc.**—*Plano, Texas*

Utah State Capitol Seismic Base Isolation and Restoration, Salt Lake City, Utah **Reaveley Engineers + Associates**—*Salt Lake City, Utah*

Virginia Mason Athletic Center, Renton, Wash. **Magnusson Klemencic Associates**—*Seattle, Wash.*

ACEC INSTITUTE FOR BUSINESS MANAGEMENT

***Special Stimulus Extra! For a limited time, participants in on-site, multi-day ACEC courses will take home a \$200 BONUS coupon—for personal or firm use—to apply to the registration fee of a future ACEC on-site course.**

Take Advantage Of “Good Old Days” Price: Manage To Succeed With *Business of Design Consulting*

Business of Design Consulting: Managing to Succeed in a Challenging Economic Environment

June 3-6, Portland, ME

There's no better time to update your A/E business management know-how--at a stimulus registration price you can't afford to miss--than with a focused four-day course that has become an industry standard. Set for June 3-6 in Portland, ME, ACEC's *Business of Design Consulting: Managing to Succeed in a Challenging Economic Environment* examines and updates every element and function of the successful A/E business in the context of today's challenging marketplace.

Presented by leading practitioners who specialize in the A/E environment, course curriculum is custom-tailored to your workplace, focusing on the essential business topics not offered by engineering schools: business management, finance, marketing, risk management, contracts, leadership, human resources, and information technology.

If you are an owner, executive, principal, business administrator, project manager (all levels), human resources manager, or manager of facilities and/or infrastructure projects, this ACEC course is a cost-effective investment in your firm's future.

For details and to register, [click here](#).

Be More Savvy, Avoid Risk—May Course Clarifies Model Contract ‘Red Flags’

Recognizing the Snares and Pitfalls in A/E/C Industry Contracts

May 28-29, Philadelphia

Recognizing the Snares and Pitfalls in A/E/C Industry Contracts is a one-and-a-half-day course that will equip your firm’s engineers, architects, project managers, contracting officers, specifiers and others to avoid risk, with important up-to-date knowledge in critical contract areas, especially important in a competitive economy.

Sessions will cover two dozen key provisions in model contracts that are vital in protecting your business and maintaining your firm’s professional standards. Presenting faculty are James C. Brown II, vice president, Malcolm Pirnie, Inc., and Justin L. Weisberg, Arnstein & Lehr LLP. Attendees earn 11 PDHs.

For details and to register, [click here](#).

Get Competitive Edge With Advanced Project, Program Management Course And Best Price By May 8

Advanced Project and Program Management for the Engineering and Construction Industry

June 8-9, Cambridge, MA

ACEC and Northwestern University’s McCormick School of Engineering bring *Advanced Project and Program Management for the Engineering and Construction Industry* curriculum to the East Coast this summer. The targeted two-day course will be presented June 8-9 in Cambridge (Boston), MA, providing contemporary insights into topics of vital importance in a challenging economy, including:

- Becoming “Project Fiduciary” in Uncertain Economic Times
- New Information Systems and Their Contributions to Projects
- Management of the Environmentally and Economically Sustainable Project
- Project Risks and Mitigation Measures
- Creative Funding Mechanisms—Program Economics
- Path Forward in Program Execution for Increased Fees, Repeat Business

Faculty are Stephen Mulva, associate director, Construction Industry Institute; Jerry Novacek, president, NovaConGroup; and Ahmad Hadavi, associate director, master of Project Management, Northwestern University.

Expand your knowledge of new delivery systems and contracting formats and discover innovative management techniques to increase projects and program revenues. Attendees earn 16 PDHs.

For details and to register, [click here](#).

Add Legal Services to Portfolio With New Courtroom Skills Plus Engineering Expertise

Applying Expertise as an Engineering Expert Witness

June 18-19, Philadelphia

In challenging economic times, adding new services that capitalize on your firm's existing skills and expertise is an important business strategy. Only the court-savvy, prepared and prudent engineer should take on the potentially lucrative assignment of being an expert witness in legal proceedings.

A sell-out in its recent debut, ACEC's *Applying Expertise as an Engineering Expert Witness* course will again be presented on June 18-19 in Philadelphia. The course prepares participants for legal service with recognition and a certificate of course completion and 11 PDHs.

Designed for professional engineers, architects and surveyors interested in earning credentials for legal service engagements, attendees will learn from expert faculty about courtroom demeanor, how to maintain credibility, the differences between a fact witness and an expert witness, deposition behavior, permissible out-of-court statements, ethics, pre-courtroom testimony preparation, visual aids and more.

For agenda details and to register, [click here](#).

Get Ready for Sustainability Market Business With July Certificate Course

Green Infrastructure and Sustainable Communities: Opportunities in New Markets

July 13-16, Denver

ACEC and Colorado State University developed this course for engineers and planners seeking advanced training on civil infrastructure projects and town/regional planning approaches to sustainable design and construction.

Industry interest in green markets continues to build.

Constructioneer magazine recently noted that "Companies proficient in green building methods and building green facilities... will be at an advantage as they pursue opportunities to participate in the federal stimulus program."

A previously sold-out session, this timely presentation is expected to draw an even greater-than-usual response. Topics include sustainable development in a business context, sustainable design tools and techniques, impacts of development and projects on the environment, sustainable design for specific engineering markets (urban water management, transportation, buildings) and client interaction on sustainable projects.

For agenda, faculty, and to register, [click here](#).

Invite Your Clients To EPA Online Update: Stimulus Funding for Water, Sewer Projects

Economic Stimulus Program Funding: EPA Local Water & Sewer Projects

May 21, 1:30-2:30 EDT

James A. Hanlon, director of the EPA Office of Wastewater Management, will provide a special inside update on the \$6 billion in new funding available under the American Recovery and Reinvestment Act (ARRA) for local water and wastewater projects through State Revolving Funds. The May 21 online seminar will be interactive and Hanlon will answer questions submitted by registrants.

This major infusion of federal funds is expected to generate new business

for engineering firm clients in the environmental sector and the industry overall. Firms specializing in water projects or interested in expanding into this sector will find this online seminar a unique opportunity to hear details on ARRA requirements and EPA's most recent guidance document, as well as updates on specific topics still being negotiated.

To register, [click here](#).

Next Week's Online Seminars Examine Risk Management Status, and How to Boost Proposal Win Rates

Risk Management Report Card: Would Your Firm Earn A, F, or Incomplete?

May 12, 1:30-3 p.m.

A successful risk management program involves more than insurance procurement and saying "no." Join Erin Austin and Jack Beemer, David Evans and Associates, Inc., and a panel of experts describing the kinds of risk management gaps and exposures being addressed in their own programs. Participants will consider how risk issues can be efficiently resolved by implementing some of the panel members' recommended best-practices "without hurting business."

[Click here](#) to register.

Increase Your Win Rate With Powerful, Persuasive Proposals

May 13, 1:30-3 p.m.

Clare Ross, The Clare Ross Organization, got this good word from a participant in a previous online seminar: "We won three jobs recently; two I was personally involved in and implemented some of the principles I learned in your online seminar. Thanks!"

This practical online seminar answers key proposal-writing questions, including: What are the essentials? What are key content points the decision-maker wants to see? How can you create a compelling value proposition that leaps off the page? What are best ways to differentiate your firm from the competition? How can you write better proposals faster to meet deadlines?

[Click here](#) to register.

To browse Clare Ross' newest book, *Beyond Strategic Planning, Second Edition*, [click here](#).

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