The Business of Structural Engineering

An intensive workshop for structural engineering firm leaders & project managers

Advance the leadership potential of your best and brightest!

Thursday, June 7 – Friday, June 8, 2018 • Anaheim, CA

Earn 7.5 PDHs!
The Business of Structural Engineering Workshop

Real-World Skills … Strategic Insights … Best Practices for Success
Managing your structural engineering business for success requires technical know-how coupled with a broad awareness of today's best business practices.

Firm managers must know the rules of finance and how they work in the real world, and the ins and outs of managing people, risk and resources, including:

- Understanding Duty to Defend and How to Protect Your Firm
- Avoiding Getting Burned by Electronic Communications
- Driving Financial Performance Through Metrics
- Navigating Your Way Through High Risk Projects
- Transitioning Project Managers to Firm Leaders

Contemporary Best Practices and Critical Operational Management Methods
This workshop highlights strategies for a wide array of critical business topics that will keep your business thriving despite a churning business environment.

Attendees will learn specific skills and techniques to help them manage change and build success in finance, leadership development, contracts and risk. This workshop is presented by the Council of American Structural Engineers (CASE), the leading provider of business practice and risk management information for structural engineering firms. Structural engineering firms are not simply run on technical know-how – you can’t be successful without understanding the basics of the business world. The Business of Structural Engineering Workshop will share challenges facing today’s structural engineering firms and how to address them.

What Will Attendees Learn?
Attendees will leave the event with best practices to assist your firm in:

- Reducing claims
- Increasing profitability
- Improving quality
- Enhancing management practices


**Workshop Highlights**

**Thursday, June 7**

5:30 pm  Workshop Dinner and Presentation

*Enhance Project Performance through Team Culture: California Pacific Medical Center (CPMC), Van Ness IPD project*

Stacy Bartoletti, CEO
Degenkolb Engineers

Jay Love, Senior Principal
Degenkolb Engineers

**Friday, June 8**

6:45 am - 7:30 am  Breakfast

7:30 am - 7:45 am  Welcome
Corey Matsuoka, SSFM International

7:45 am – 9:00 am  
*California Duty to Defend Reform (SB 496)*
Brett Stewart, XL Catlin Design Professional
Michael Olson, Dealey, Renton & Associates

9:15 am - 10:30 am
*Did I Say That!? Electronic Communication, Retention and Back-up in the Engineering Practice*
Karen Erger, Lockton
Eric Singer, Ice Miller, LLP

10:45 am-12 Noon  
**Key Business Metrics**
Matt Fultz, Matheson Financial Advisors, Inc.

12:00 Noon - 1:30 pm  Lunch

1:30-2:45 pm
*Projects with the Largest Losses and Claim Frequency*
Tim Corbett, SmartRisk
Brian Stewart, Collins, Collins, Muir + Stewart

3:00 pm - 4:15 pm
*Transitioning Project Managers to Firm Leaders*
Howard Birnberg, Birnberg & Associates

“It is the business aspect of this profession that can be the most challenging, especially to the younger members of our firms. This workshop provides us with great insight into what other firms do in this business to survive.”

Brent Wright, Wright Engineering, LLC

“As engineers we all take pride in our technical work and invest in growing our technical capability. The Business of Structural Engineering seminar is an opportunity to think about the business and managing our exposure to risk.”

Stacy Bartoletti, Degenkolb Engineers

REGISTER NOW!

*Early Bird Rates until 3/15/18*
## Earn 7.5 PDHs!

### Registration

<table>
<thead>
<tr>
<th>ATTENDEES</th>
<th>Advance</th>
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<tr>
<td>CASE members</td>
<td>___@$399 = $ _____</td>
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<td>non-CASE members</td>
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### Attendee Information

(For multiple attendees, please attach additional copies of this form.)

Name ______________________________________________________

Name for Badge _____________________________________________

Title _______________________________________________________

Firm _______________________________________________________

Address ____________________________________________________

City __________________________ State ________ Zip ___________

Phone _________________________ Fax ________________________

E-mail _____________________________________________________

### Payment Information

- AMEX®
- Visa®
- MasterCard®
- Discover®

Card # ___________________________ Expiration Date _________

Name as shown on card _______________________________________

Signature __________________________________________________

Make check payable to ACEC/CASE and send with form/s to:

American Council of Engineering Companies
ATTN: CASE Workshop
1015 15th St, NW, 8th Floor
Washington, DC 20005-2605
Or Fax to 202-789-7220 (secure)

### Hotel Information


### Refunds, Credits, Substitutions and Cancellations

For cancellations received at least 15 days prior to program date, ACEC will issue a full refund. For cancellations received between 14 days and 3 days prior to program date, ACEC will issue credits toward any ACEC online class, live or on-demand. Credits are valid for 6 months from issue date. For cancellations received 2 days or less before a program date, no refunds or credits will be issued. Refunds or credits will not be issued for “no-shows.” Registrants may choose another online class or substitute attendee/s without penalty at any time. Contact education@acec.org for further information.

Additional information is available at www.acec.org, by email to htalbert@acec.org, or by phone 202-682-4377.

Get Full Program & Registration Details:

http://bit.do/acec-case2018