

“WEATHERING THE RECESSION”

Sponsored by

American Council of Engineering Companies of Vermont

and

XL Design/Poole Professional

Wednesday, April 8, 2009, 9:00 a.m. – 3:00 p.m.

Sheraton Burlington Hotel & Conference Center,

870 Williston Road, South Burlington, VT

- 1) 9:00 a.m. – 10:30 a.m.-“Escaping the Wal-Marting of Engineering”** (Pricing, determining true client value for your services, and how to escape the commoditization effect grinding away at design)- Presented by Robert VanArsdall from XL Design Professional.
- 2) 10:30 a.m. – 12:00 p.m.- “Case Study #1”** Presented by Tom Mullard from Poole Professional and Tom Heilmann from Heilmann Ekman & Associates.
- 3) 12:00 p.m. – 1:30 p.m.- Lunch & “Case Study #2”** Presented by Tom Mullard from Poole Professional and Tom Heilmann from Heilmann Ekman & Associates.
- 4) 1:30 p.m – 3:00 p.m.- “We’re in a Recession, Now What?- Bouncing Back”**(What to do and not do during a recession) Presented by Robert VanArsdall from XL Design Professional.

Fees:

Session 1 – 4 Includes lunch and potential for a 10% reduction of professional liability insurance premiums*
\$60/person (**6 PDH’s/Learning Units**)

or

Session 2 – 3 Includes lunch and potential for a 10% reduction of professional liability insurance premiums*
\$30/person (**3 PDH’s/Learning Units**)

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REGISTRATION FORM

Please check one:

Sessions 1-4 _____ (# of attendees) OR Sessions 2-3 _____ (# of attendees)

9:00-3:00 PM \$60

10:30-1:30 PM \$30

Check # _____ Amount Enclosed _____

Name: _____

Company: _____

Name: _____

Company: _____

Name: _____

Company: _____

Address: _____ City: _____ ST. ____ Zip _____

Phone: _____

CONTACT E-MAIL: _____

Feel free to fax your registration form to 802-864-6255 to reserve your spot; then place the original reg. form plus payment in the mail.

- Contact Tom Mullard or Lisa Lattuga @ 800-371-1063 to discuss premium credit requirements.

Please call ACEC/VT at 802-864-6255 if you have any questions or ACECVT@COMCAST.NET. Make checks payable to: ACEC/VT Seminar Program and return with this form to: ACEC/VT, 51 Moss Glen Lane, So. Burlington, VT 05403. ACEC/VT reserves the right to cancel any course and refund all fees in full. You will be emailed a confirmation.