

ATTENTION ASSOCIATION EXECUTIVE DIRECTORS...



PSMJ's Partnership Programs bring valuable **NON-DUES REVENUE** to your Association.

IT'S AS SIMPLE AS...

1. Select the PSMJ bootcamp or workshop that is most appealing to your members.
2. Contact us to confirm date and speaker availability.
3. You pay **ZERO up-front costs** to PSMJ for this program. Instead, you **receive a generous portion of the event revenue**. And, best of all, we provide you with **the marketing and logistics support to ensure success!**

AVAILABLE DATES ARE VERY LIMITED.

Contact Chad Fields at 617.965.0055 or at cfields@psmj.com to book your program today!

PSMJ | Resources, Inc. ®

IMPROVING THE BUSINESS PERFORMANCE OF A/E/C FIRMS WORLDWIDE

**LEARN MORE ABOUT
OUR PROGRAMS**
(See Reverse Side)

PSMJ | ED

Our most popular Partnership Program courses include:



A/E/C PROJECT MANAGEMENT BOOTCAMP

This program is a transformative experience designed for project managers at every stage in their career. Every *A/E/C Project Management Bootcamp* is designed to compress a wealth of knowledge and insight gained from decades of real-world PM experience into two information-packed days. These are must-know strategies and must-have techniques of today's most successful project managers – very practical advice to apply immediately upon your return to the office.



PM2: MASTERING A/E/C PROJECT MANAGEMENT WORKSHOP

Thousands of A/E/C Project Managers have attended our popular *A/E/C Project Management Bootcamp*. But, what comes next? That's the question that many of you have asked...looking for that next level course where you can 'get your hands dirty' and keep advancing your learning. Well, here it is! Our all-new *PM2 | Mastering A/E/C Project Management Workshop* is your chance to work on actual case study projects and put to practice what it takes to be a best in-class Project Manager.



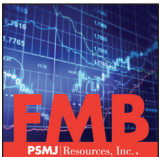
A/E/C PROPOSALS BOOTCAMP

You see it all around you. Even with improving economic conditions, there are still more firms chasing fewer opportunities. That seems to create intense downward pressure on fees, and you are left wondering how to actually grow your backlog and spend less time chasing dead-end project opportunities. No other program packs this kind of punch when it comes to what it really takes to develop and implement winning proposal strategies for A/E/C firms.



A/E/C EMERGING LEADERS WORKSHOP

PSMJ's *A/E/C Emerging Leaders Workshop* has been designed from the ground up in response to popular demand for a program designed specifically to give future firm leaders proven insight and expertise on what it takes to be a successful leader. Actual case studies from actual A/E firms form the backbone of this totally interactive program. It is NOT a seminar. It is a FULL-IMMERSION WORKSHOP on how to lead a real firm...taught by people who have really led and grown a practice.



FINANCIAL MANAGEMENT FOR A/E/C FIRM LEADERS

This interactive, two-day workshop is extremely useful for those who are looking for all levels of financial information – from understanding basic financial indicators your firm should be tracking to interpreting predictive financial metrics for more accurate financial forecasting.



PROJECT DELIVERY EXCELLENCE FOR PUBLIC AGENCIES

PSMJ's *Project Delivery Excellence For Public Agencies* is specifically for those in public-sector organizations who manage design and construction projects as well as Project Managers in architecture and engineering firms who work heavily on public-sector projects. From selecting the best consultants, negotiating scope, schedule and budget, and dealing with elected officials and the public, this course is packed with proven strategies and tactics that you can implement immediately.



A/E/C PRINCIPALS BOOTCAMP

Maintaining strong backlog, sustaining profitability, finding and keeping top talent...just some of the priorities that are top-of-mind with today's A/E/C firm leaders. Of course, knowing what to do is the first step towards being an effective principal. But, actually doing it is often what separates the "real deal" firm leaders from the others. "Real deal" firm leaders aren't just born that way. Rather, they develop through proven guidance and experience. They develop by staying close

REGISTER NOW!



CALL:
(617) 965-0055



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