

Brought to you in conjunction with:

# A/E/C PROJECT MANAGEMENT BOOTCAMP®

February 7-8 2023 | West Des Moines, IA



The two-day workshop **GUARANTEED** to give you proven skills to improve project delivery, financial performance, and client satisfaction:

- Master the 11 must-use parts of an ironclad project schedule
- Avoid the 5 budget busters that put projects in a financial hole
- Negotiate win-win subcontractor agreements
- Seize opportunities for new revenue through upselling and cross-selling
- Learn the PM “wow!” factors that turn clients into evangelists for your firm
- Spot—and fix—issues before they become major problems
- AND SO MUCH MORE!

*“Best professional development course I have taken in my career!  
I will implement PM Change with great enthusiasm.”*

Blair Shoniker / AECOM

REGISTER NOW *for* PM Bootcamp!

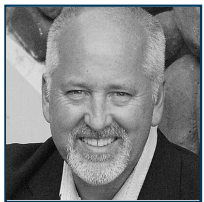
# 10 REASONS NOT TO MISS THIS BOOTCAMP

1. Four proven ways to create a project management budget that will withstand the toughest scrutiny
2. The 29 A/E/C contract terms every successful PM understands
3. Five metrics smart PMs know to request from accounting, and how use them to make better decisions
4. How to make every client interaction an opportunity to position and brand your firm—and drive more referrals
5. Step-by-step instructions for maintaining your sanity—and meeting deadlines—when managing multiple projects
6. Scheduling secrets to keep everyone, from subs, clients to principals, happy
7. Three project elements you aren't monitoring now—but should be
8. How to implement a QC/QA program that eliminates common failure points
9. Red-flag metrics that give early warning on cost and schedule bumps ahead
10. Satisfaction Guarantee: If you disagree with the 42,000+ PMs who have participated in this program—and awarded it 4.8 out of 5 stars (average ranking)—we'll immediately refund your entire registration fee.

## BONUS REASON:

You get dozens of real-world strategies guaranteed to take your firm to new levels of revenue, profit, and client satisfaction.

## YOUR COACH



### Jay McRae

*With a 35-year career in the engineering and construction industry, Jay McRae has extensive experience in business development, operations, program and project management—teaching, facilitating, and inspiring staff in the public and private sectors.*

*Jay has personally trained hundreds of project managers and principals-in-charge on the principles of successful project delivery and financial management. He is a highly experienced project manager, who was responsible throughout his career for project identification, scope and fee development, project team selection, and leading the execution of agreed-upon work.*

*In addition to his work with PSMJ, Jay has held several positions as Vice President for CH2M, Director of North America Transit, and Rail Director at CH2M, as well as the Oregon Department of Transportation (ODOT) Region 2 Project Delivery Manager, where he was well-known for his coaching and mentoring prowess. With this passion for developing leaders, Jay speaks regularly across North America about elevating leadership in the A/E/C industry.*

## WHAT TO EXPECT

Want to manage A/E/C projects with complete confidence, keeping multiple stakeholders happy, driving new business to your firm, and consistently coming in on budget and on time? This power-packed workshop combines PSMJ's legendary A/E practice knowledge built over 40 years with proven new methods driving superior PM performance at firms just like yours.

**ACTIVE:** You won't sit and listen to an instructor for 2 days. This program keeps you engaged and stimulated with expert facilitators committed to interactivity and inclusive discussions.

**GROUNDING:** You won't be tuned off by impractical project management tips. Rather, you'll get to hear real-world case studies that show what's working—and what isn't—in bringing projects in on time and budget.

**CONFIDENCE BUILDING:** In two days, we guarantee you'll have renewed confidence to take on any project, crush any project goal, and manage any challenge that clients, contractors, and suppliers throw your way.

Over 44,000 A/E/C professionals have chosen PSMJ's A/E/C Project Management Bootcamp for training, from newly-minted Project Managers ready to learn the ropes all the way up to experienced leaders seeking continuous improvement. It's the industry-leading program that delivers a 10X multiple ROI by making PMs more valuable to their firms and their firms' clients.



[www.CEC-IOWA.org](http://www.CEC-IOWA.org)

# MASTER THESE **BEST PRACTICES**

*for top project delivery performance and client satisfaction*

## HOW TO INCREASE PRODUCTIVITY

PMs have limited time but get pulled in unlimited directions. Get some A/E/C-specific tips for doing more—and with less stress.

- Taking charge of meetings to ensure you get what you need
- When to email and when to pick up the phone
- Get more production out of your assistant manager

## THE PM'S ROLE IN BUSINESS DEVELOPMENT

Highly valued PMs are always selling the firm's expertise. Learn how to spot and exploit opportunities to drive new work.

- Why every PM should have a role in business development
- How PMs can cross-sell services to grow the business
- How you can use your current job to generate more work in the future

## PLANNING THE PROJECT FOR SUCCESS

Set the project tone with a superior plan that engages all stakeholders.

- When you should begin the project planning process
- 10 critical elements of the best project management plans
- Differences in planning for small versus large projects

## REALISTIC PROJECT SCHEDULING

Avoid project failure with defensible milestones that account for every contingency.

- Mastering the 11 elements of a superior schedule
- Common pitfalls to avoid when making a project schedule
- How good scheduling helps avoid rework and increase profit

## PROJECT FINANCIAL (AND PROFIT) PLAN

How can PMs become key business leaders? Learn how to boost the bottom-line with a solid front-end vision.

- 4 proven methods for creating a fool-proof project budget
- Inside tips for balancing the project's scope and fee
- 6 vital steps PMs should use to improve cash flow

## MANAGING PROJECTS FOR CLIENT DELIGHT

Increase the client's "happiness quotient" and evolve from vendor to partner.

- How to get to know the client, and why it matters
- Techniques for improving your relationship with your clients
- How can you become your client's advisor?

## MANAGING RISKS TO AVOID GRIEF AND LOSSES

Project problems aren't inevitable if PMs know how to spot the warning signs.

- Why traditional QA/QC fails – and how to approach it differently
- 29 critical terms every PM must understand in A/E/C contracts
- Pitfalls that successful PMs must avoid in sub-consultant negotiations

## SECRETS OF MANAGING MULTIPLE PROJECTS

Dropping a ball is every PM's multiple-project nightmare, so get the skills to stay on schedule and on budget.

- How many projects can one PM realistically handle?
- Increasing productivity: Keys to managing multiple projects
- Inside tips for managing multiple office deliveries

## MAINTAINING CONTROL OF THE PROJECT

Learn the real-world budget and schedule discipline strategies that keep everyone, including the client, on course.

- Crucial project elements every PM must obsessively monitor
- Which 5 critical numbers must PMs demand from accounting?
- The single best way to monitor a project's progress

## GETTING—AND STAYING—OUT OF TROUBLE

Should unforeseeable events threaten completion on time and budget, know how to react using crisis management skills that can turn around a flailing project.

- What are the best techniques to avoid problems in the first place?
- What to do if a project is behind schedule or over-budget
- What is the best way to ask a client for additional fees?

## PLUS MUCH MORE!

Visit [www.psmj.com/pmbc](http://www.psmj.com/pmbc) for complete agenda details!



Our attendees continuously rate this program 4.8 out of 5 stars!

*"Very practical step-by-step process with practical tools/approaches to stay on top of projects."*

Eric Hurrell, Aviation Specialist, EBA

## CLASS HOURS:

**DAY ONE:** 8:30 am to 5:00 pm **DAY TWO:** 8:00 am to 3:30 pm

# A/E/C PROJECT MANAGEMENT® BOOTCAMP

**February 7-8, 2023**

**ACEC Iowa Office in West Des Moines, IA**

1080 Jordan Creek Pkwy, West Des Moines, IA 50266

*(photocopy form for additional registrations)*

## REGISTRATION INFORMATION

**REGISTRATION DEADLINE: January 24, 2023**

**MEMBER REGISTRATION:** \$1,595

**NON-MEMBER REGISTRATION:** \$1,895

**[CLICK HERE TO REGISTER ONLINE NOW!](#)**

**Suggested lodging: Marriott - West Des Moines**

**Phone Number: 515-267-1500**

### **REGISTRATION INCLUDES:**

- Attendance
- Complete instructions
- Workbook
- Reference materials
- 1-year implementation support via phone and e-mail
- Breakfast and lunch both days

**Questions? Call: (515) 284-7055 or**

**Email: [info@cec-iowa.org](mailto:info@cec-iowa.org)**

### **PROJECT MANAGEMENT BOOTCAMP DIGITAL TOOLBOX ON THE PSMJ CLOUD**

As a premium to your Bootcamp participation, you get access to PSMJ's must-have *Project Management Bootcamp Digital Toolbox*, filled with PSMJ's proprietary tools—a \$695 value—FREE!



AMERICAN COUNCIL OF ENGINEERING COMPANIES  
of Iowa

**\*Cancellation Policy:** Cancellations received before January 7, 2023 will receive a full refund. No refunds will be made after January 7, 2023, but substitutions will be accepted at any time.