PSMJ

BROUGHT TO YOU IN CONJUNCTION WITH

ACEC

2-DAY LIVE WORKSHOP

AEC PROJECT MANAGEMENT BOOTCAMP®

February 10-11, 2027

ACEC IOWA

REGISTER HERE

Why do AEC executives love this program?

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
- Negotiate win-win subcontractor agreements
- Learn the PM "wow" factors that turn clients into evangelists
- Avoid the 5 budget busters that put projects in a financial hole
- Seize new revenue through upselling and cross-selling
- Spot — and fix — issues before they become major problems

"Best professional development course I have taken in my career. I will implement PM change with great enthusiasm."

BLAIRE SHONIKER · AECOM

WHAT TO EXPECT

Two days that change how you run every project.

Want to manage AEC 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 for two days. Expert facilitators keep you engaged with interactivity and inclusive discussion.

GROUNDED

No impractical tips. You'll hear real-world case studies showing what's working — and what isn't — in delivering on time and budget.

CONFIDENCE-BUILDING

In two days, we guarantee renewed confidence to take on any project and manage whatever clients, contractors, and suppliers throw your way.

52,000+

AEC PROFESSIONALS TRAINED

From newly-minted Project Managers learning the ropes to experienced leaders seeking continuous improvement, PSMJ's Bootcamp is the industry-leading program — delivering a 10X multiple ROI by making PMs more valuable to their firms and their firms' clients.



YOUR COACH

Jonathan Wilson

As a coach and instructor with PSMJ, Jonathan Wilson delivers training programs and coaches AEC professionals in both the United States and Canada. His work helps AEC industry project managers and leaders create more effective, productive, and happy project teams. Jonathan believes better project teams deliver better projects with better financials that earn more client respect.

Jonathan has 17 years of experience managing challenging projects from both sides of the table. As a seasoned aviation professional, Jonathan hired and led numerous architecture, engineering, and construction management project teams to fulfill a multi-million-dollar aviation capital program. First as a client-side project manager and then as a program manager, Jonathan organized and led diverse teams of planning, civil engineering, structural engineering, MEP engineering, architecture, landscape architecture, survey, and construction management professionals on individual projects beyond $10 million.

Jonathan later founded the aviation division inside of KPG, an established 120-person Seattle-based interdisciplinary professional services firm. The goal? Market and cross sell existing firm services to the aviation industry. Over the years, Jonathan and his project teams completed numerous planning, survey, civil engineering, architecture, and landscape architecture projects for both airport owners and private aviation businesses, including two Fortune 50 companies.

When he is not training AEC professionals, Jonathan travels the country inspiring and educating audiences on the art and science of leadership. His presentations focus on how to create a learning culture by embracing the coaching leadership style. He has been invited to speak at several venues in addition to national association events like the Airports Council International and the American Public Works Association.

Jonathan has a master's degree in Public Administration, and has been certified by the International Coach Federation and by Harrison Assessments International. He resides just outside of Seattle, Washington, with his wife and two teenagers.

WHY ATTEND

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 AEC contract terms every successful PM understands
3	Five metrics smart PMs request from accounting — and how to 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 happy, from subs and clients to principals
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 rated this program 4.8 / 5, we'll immediately refund your entire registration fee.

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

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

ERIC HURRELL • AVIATION SPECIALIST, EBA

THE CURRICULUM

Master these best practices

for top project-delivery performance and client satisfaction

1 PLANNING THE PROJECT FOR SUCCESS

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

- When to begin the planning process
- 10 critical elements of the best PM plans
- Planning for small versus large projects

2 REALISTIC PROJECT SCHEDULING

Avoid failure with defensible milestones that account for every contingency.

- The 11 elements of a superior schedule
- Common scheduling pitfalls to avoid
- How good scheduling avoids rework and lifts profit

3 PROJECT FINANCIAL (AND PROFIT) PLAN

Become a key business leader by boosting the bottom line up front.

- 4 methods for a fool-proof project budget
- Balancing the project's scope and fee
- 6 vital steps to improve cash flow

4 MANAGING PROJECTS FOR CLIENT DELIGHT

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

- How to get to know the client — and why it matters
- Improving the client relationship
- Becoming your client's advisor

5 MANAGING RISKS TO AVOID GRIEF & LOSSES

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

- Why traditional QA/QC fails — and a better way
- 29 critical A/E/C contract terms
- Pitfalls in sub-consultant negotiations

6 SECRETS OF MANAGING MULTIPLE PROJECTS

Get the skills to stay on schedule and budget without dropping a ball.

- How many projects can one PM handle?
- Keys to managing multiple projects
- Managing multiple office deliveries

7 MAINTAINING CONTROL OF THE PROJECT

Real-world budget and schedule discipline that keeps everyone on course.

- Elements every PM must obsessively monitor
- The 5 critical numbers to demand from accounting
- The single best way to monitor progress

8 GETTING — AND STAYING — OUT OF TROUBLE

React to threats with crisis-management skills that turn projects around.

- Best techniques to avoid problems first
- What to do when behind schedule or over budget
- The best way to ask a client for additional fees

9 HOW TO INCREASE PRODUCTIVITY

PMs have limited time but unlimited demands — do more, with less stress.

- Taking charge of meetings to get what you need
- When to email and when to call
- Getting more from your assistant manager

10 THE PM'S ROLE IN BUSINESS DEVELOPMENT

Spot and exploit opportunities to drive new work.

- Why every PM should have a BD role
- Cross-selling services to grow the business
- Using today's job to generate future work

PLUS MUCH MORE

Complete agenda details at psmj.com/pmbc

REGISTRATION

Reserve your seat

DATES	DAY ONE	DAY TWO
February 10-11, 2027	**8:30 am – 5:00 pm**	**8:00 am – 3:30 pm**

MEMBER REGISTRATION

$1,995

NON-MEMBER REGISTRATION

$2,495

Group rates

Bringing a team? Call the ACEC Iowa office for details.

REGISTRATION INCLUDES

- Attendance both days
- Workbook
- 1-year implementation support by phone & email
- Complete instruction
- Reference materials
- Breakfast and lunch both days

HOTEL

Book your room at the West Des Moines Marriott ($145/night single) by January 17, 2027.

Cancellation Policy:
To be confirmed by ACEC Iowa.

DIGITAL TOOLBOX ON THE PSMJ CLOUD

PSMJ's must-have Project Management Digital Toolbox, filled with proprietary tools.

FREE
$695 value

REGISTER NOW FOR PM BOOTCAMP

REGISTER HERE

EMAIL
jill.huntley@a-l-r.com

PHONE
515-284-7055

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