



American Council of Engineering Companies of Louisiana

2020 BUSINESS FORUM WEBINAR SERIES

Four-Part Virtual Business Forum

SAVE THE DATES!!

BUSINESS DEVELOPMENT

December 3 **The Contrarian's Guide to Writing Standout Proposals**
11:00 – 12:00 CST **Presenter: Mel Lester, BizEdge**

December 10 **The Emerging Business Development Model for 2021 and Beyond**
11:00 – 12:00 CST **Presenter: Mel Lester, BizEdge**

RISK MANAGEMENT

December 7 **Balancing Financial Risk**
11:00 – 12:00 CST **Presenters: Tripp McCormick, Galloway Johnson Tompkins Burr & Smith**
Wyatt S. Sanders, Alexander & Sanders Insurance, a BXS Company
Michael Plaisance, Ampirical Solutions

HUMAN RESOURCES

December 9 **Recruiting and Onboarding in Today's Environment**
12:00 – 1:00 CST **Presenters: Katy Young & David Schmidt, Matteson Partners**

COST: \$69 per session or a discounted rate of \$225 for the Four-Series Package

This is a great opportunity to include not only your principals but your professional support staff in ACEC programming. A Firm may register different individuals if buying the package.

Registration to open on November 12, 2020!

SPONSORSHIP OPPORTUNITIES

\$500 Sponsorship Opportunities Available

Your Firm will be highlighted in registration material & during the webinars!