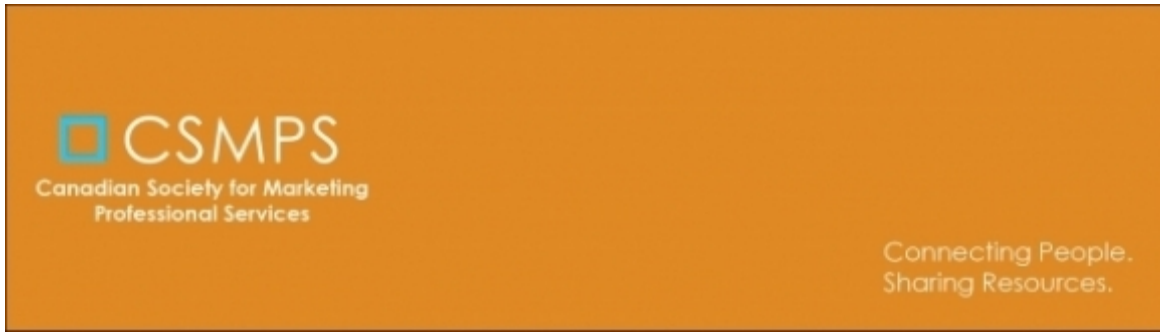


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REGISTER TODAY!

Title: The Basics of Business Development

Date: Thursday, October 24, 2013

Time:

7:30 am - Registration / Breakfast
8:00 am to 4:30 pm Session

Location: Four Seasons Hotel
791 West Georgia Street, Vancouver

Early Bird Pricing until Sept. 26, 2013

\$350.00 Full Day - **Members Only**

Rates after Sept. 26, 2013

\$425.00 Full Day - **Members**

\$495.00 Full Day - **Non-Members**

**** Preregistration required ****



**This seminar is eligible for 6.5 AIBC
Non-Core Learning Units (LU)**

JOIN CSMPS

ONE-DAY WORKSHOP: Business Development Training for Architecture, Engineering, and Construction Professionals

Offered in BC for the first time, the session is led by an SMPS-accredited, senior business development professional with a successful track record producing contracts for his US firm.

You will learn proven ways to find new projects and connect with clients while strengthening your skills and acquiring tools to build more business in any economy, whether you're seasoned or new.

We'll challenge you to:

- 1) Evaluate the effectiveness of your current efforts
- 2) Strengthen your firm's BD strategy
- 3) Explore solutions to challenging BD situations

Why Attend?

By the end of the day, you will understand how to:

- Generate new leads that produce contracts
- Prepare for a networking event and work a room constructively
- Connect and be more effective with different client personality types
- Use BD strategy to build profitable business for your firm

Who Should Attend?

- Principals
- Partners
- Project Managers
- Technical professionals needing to hone business and client development skills

SAVE THE DATE

Peer Group 2013-2014

September 25, 2013
October 30, 2013
November 27, 2013
January 29, 2014
February 26, 2014
March 26, 2014
April 30, 2014
May 28, 2014

- BD practitioners who want more formal training
- Marketers transitioning to BD
- Marketers

Earn CEUs

This one-day workshop is approved for 6.5 CEUs for the [Certified Professional Services Marketer \(CPSM\)](#) Program

GET INVOLVED!

Have Ideas to Share?
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About the Speaker



Michael T. Buell, FSMPS, CPSM
Marketing Director
MHTN Architects

This workshop will be led by Mike Buell the Director of Business Development for MHTN Architects. A seasoned business development professional and an accredited SMPS trainer, Mike has a proven track record in delivering bottom-line contractual results that have contributed to his 90-year-old firm's continued success in winning profitable projects all over the world.

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Cancellation Policy

Due to the financial commitments CSMPS must incur to provide our members with quality programming, cancellations are accepted until 3 business days prior to the event. No-shows and cancellations after this deadline will not be refunded. Thank you for your understanding and respect for this policy.

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