

A/E/C
**Project
MANAGEMENT**

BOOTCAMP

JANUARY 22-23
SAN FRANCISCO, CA
Hyatt Regency San Francisco Airport
1333 Bayshore Highway
Burlingame, CA 94010
Room Rate: \$209 single/double
Hotel Room Cut-off Date: 12/31/14
Phone: (650) 347-1234

JANUARY 29-30
AUSTIN, TX
Hilton Austin
500 East 4th Street
Austin, TX 78701
Room Rate: \$209 2 Queens
Hotel Room Cut-off Date: 1/7/14
Phone: (650) 347-1234

FEBRUARY 5-6
ORLANDO, FL
Omni Orlando Resort at ChampionsGate
1500 Masters Boulevard
ChampionsGate, FL 33896
Room Rate: \$209 single/double
Hotel Room Cut-off Date: 1/12/15
Phone: (407) 390-6664

FEBRUARY 26-27
VANCOUVER, BC
Hyatt Regency Vancouver
655 Burrard Street
Vancouver, BC V6C 2R7
Room Rate: \$199 single/double
Hotel Room Cut-off Date: 2/4/15
Phone: (604) 683-1234

MARCH 3-4
KANSAS CITY, MO
Sheraton Kansas City Hotel
at Crown Center
2345 McGee Street
Kansas City, MO 64108
Room Rate: \$109 single/double
Hotel Room Cut-off Date: 2/9/15
Phone: (816) 841-1000

MARCH 12-13
JERSEY CITY, NJ
Hyatt Regency Jersey City
Two Exchange Place
Jersey City, NJ 07302
Room Rate: \$209 single/double
Hotel Room Cut-off Date: 2/18/15
Phone: (201) 469-1234

MARCH 19-20
SEATTLE, WA
The Westin Seattle
1900 5th Avenue
Seattle, WA 98101
Room Rate: \$199 single/double
Hotel Room Cut-off Date: 2/23/15
Phone: (206) 728-1000

MARCH 25-26
CHICAGO, IL
Wyndham Grand Chicago Riverfront
71 East Wacker Drive • Chicago, IL 60601
Room Rate: \$159 single/double
Hotel Room Cut-off Date: 3/3/15
Phone: (312) 346-7100

APRIL 9-10
PHILADELPHIA, PA
Hyatt Regency Philadelphia
201 S Columbus Boulevard
Philadelphia, PA 19106
Room Rate: \$175 single/double
Hotel Room Cut-off Date: 3/18/15
Phone: (215) 928-1234

APRIL 15-16
DENVER, CO
Hyatt Regency Denver at
Colorado Convention Center
650 15th Street
Denver, CO 80202
Room Rate: \$205 single/double
Hotel Room Cut-off Date: 3/24/15
Phone: (303) 436-1234

APRIL 21-22
ATLANTA, GA
Hyatt Regency Atlanta
265 Peachtree St NE
Atlanta, GA 30303
Room Rate: \$179 single/double
Hotel Room Cut-off Date: 3/30/15
Phone: (404) 577-1234

APRIL 30-MAY 1
NEWPORT BEACH, CA
The Island Hotel Newport Beach
690 Newport Center Drive
Newport Beach, CA 92660
Room Rate: \$199 single/double
Hotel Room Cut-off Date: 4/8/15
Phone: (949) 759-0808

MAY 5-6
CHICAGO, IL
Wyndham Grand Chicago Riverfront
71 East Wacker Drive
Chicago, IL 60601
Room Rate: \$209 single/double
Hotel Room Cut-off Date: 4/13/15
Phone: (312) 346-7100

MAY 13-14
SEATTLE, WA
The Westin Seattle
1900 5th Avenue
Seattle, WA 98101
Room Rate: \$199 single/double
Hotel Room Cut-off Date: 4/21/15
Phone: (206) 728-1000

MAY 28-29
WASHINGTON, DC
Renaissance Washington,
DC Downtown Hotel
999 Ninth Street NW
Washington, DC 20001
Room Rate: \$159 single/double
Hotel Room Cut-off Date: 5/6/15
Phone: (202) 898-9000

JUNE 4-5
LAS VEGAS, NV
Planet Hollywood
3667 S Las Vegas Boulevard
Las Vegas, NV 89109
Room Rate: \$129 single/double
Hotel Room Cut-off Date: 5/13/15
Phone: (877) 333-9474

JUNE 11-12
BOSTON, MA
The Omni Parker House
60 School Street • Boston, MA 02108
Room Rate: \$199 single/double
Hotel Room Cut-off Date: 5/22/15
Phone: (617) 227-8600

JUNE 18-19
FT. LAUDERDALE, FL
Hyatt Regency Pier Sixty Six
2301 SE 17 Street Causeway
Ft. Lauderdale, FL 33316
Room Rate: \$139 single/double
Hotel Room Cut-off Date: 5/27/15
Phone: (954) 525-6666

PSMJ | Resources, Inc.
10 Midland Avenue, Newton, MA 02458



Endorsed by:
Deltek Know more.
Do more.™

PSMJ | Resources, Inc.®

A/E/C
**Project
MANAGEMENT**

BOOTCAMP®

REGISTER NOW!



CALL:
(617) 965-0055



E-MAIL:
customerservice@psmj.com



VISIT:
www.psmj.com

**WANT TO TRAIN ALL
YOUR PMs?**

Call about PSMJ's Customized In-House
PM Bootcamps

**PSMJ can present this bootcamp at your firm,
customized entirely to your needs, and tailor the benefits
to ensure your firm's continuing success. Consultants
and trainers can also assist your firm with specific
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contact Kim Pazera, Vice President, Consulting Services,
at (617) 965-0055 or kpazera@psmj.com for details on
our customized training programs.**



THIS BOOTCAMP EARNS YOU UP TO 12 AIA CEUs AND/OR 12 PDHS
PSMJ is a registered provider with the Florida Board of Engineers, provider #PE 0003546
and with the Florida Board of Landscape Architecture, provider #PVD37, course
#0007693 (16 credit hours). Not all States and licensing boards accept these programs
for learning units.

QUESTION: How do you achieve higher profits in today's competitive marketplace?
ANSWER: EMPOWER YOUR PMs!

JOIN US IN 2015 ON:

JANUARY 22-23, 2015 / SAN FRANCISCO, CA

JANUARY 29-30, 2015 / AUSTIN, TX

FEBRUARY 5-6, 2015 / ORLANDO, FL

FEBRUARY 26-27, 2015 / VANCOUVER, BC

MARCH 3-4, 2015 / KANSAS CITY, MO

MARCH 12-13, 2015 / JERSEY CITY, NJ

MARCH 19-20, 2015 / SEATTLE, WA

MARCH 25-26, 2015 / CHICAGO, IL

APRIL 9-10, 2015 / PHILADELPHIA, PA

APRIL 15-16, 2015 / DENVER, CO

APRIL 21-22, 2015 / ATLANTA, GA

APRIL 30-MAY 1, 2015 / NEWPORT BEACH, CA

MAY 5-6, 2015 / CHICAGO, IL

MAY 13-14, 2015 / SEATTLE, WA

MAY 28-29, 2015 / WASHINGTON, DC

JUNE 4-5, 2015 / LAS VEGAS, NV

JUNE 11-12, 2015 / BOSTON, MA

JUNE 18-19, 2015 / FT. LAUDERDALE, FL

WHY PSMJ'S PM BOOTCAMP?

"Fantastic Class and presenter. I'd come back in 5 years for a tune up."
- Dennis Terzian, Senior Geologist / PBS Engineering and Environmental

"Great class, very engaging and interactive- will be implementing tools to advance my career." - Kate Palmer, Senior Engineer / Dudek

"Great Course. Inspiring and informative. Learned many tools to implement"
- Meg McDonald, Interior Designer / GGLO

"Very impressed on how well the course fit with my daily challenges."
- Josh Lekkerkerker, Civil Engineer / Percision Approach Engineering

"There was something that hit home in almost every section. Instructor helped foster a sense of excitement. I am already excited about implementing the tools I have learned."
- Alison Hoagland, Architect / Mackenzie

"The speaker was fantastic and engaging. This was a great course that I will be learning from for years to come."
- Paul Erskine, Project Manager / Sparling

"Overall a much better course than anticipated. Quality material."
- Ian D. Cotton, Project Manager / Sparling

"The PM Bootcamp speaker kept all attendees engaged and the program far exceeded my expectations."
- Adam Schreiner, Project Manager / Segal Inc.

"Wonderful Instructor! Experienced and professional and kept us engaged."
- Lindsey Busch, Professional Environmental Engineer / Carollo Engineers, Inc.

"The speaker was engaging, funny, knowledgeable and well-spoken. Kept me interested the whole time!"
- E. Morley John, Project Engineer / Kleinfelder

"Amazing Seminar, full of information speaker delivered and explained info in basic ways easy to understand."
- Steven Bellanger, Project Engineer / Environmental Partners

"This class far exceeded my expectations. I will be implementing several items immediately for my projects."
- Bianca Clarke, Biologist / WRA, Inc.

★★★★★ **Our attendees have continuously rated this program 4.8 out of 5 stars!**

Who else is more responsible for showcasing your firm's services—for better or worse?

Who else can best ensure repeat business—or a lost client?

Who else best assures a project's success—or failure?

BOTTOM LINE:

If you're not proactively empowering your PMs—
YOU'VE ALREADY LOST THE GAME.

Don't Let Project Overruns Drain the Profits Out of Your Firm

For most A/E firms, it takes \$10 of new sales to make up for just \$1 of project overruns. And finding new sales is not easy these days. Make sure your project managers deliver the entire profit potential from each project. At this program, we GUARANTEE that your PMs will learn how to control their budgets more effectively than ever before — in less time than they are probably spending now.

PSMJ's **A/E/C Project Management Bootcamp** will give your PMs the knowledge and tools they need to perform more efficiently and with greater attention to client service. They'll gain real-world understanding of the critical techniques and strategies used by the country's most successful project managers:

- **IMPROVE PERSONAL PROJECT MANAGEMENT SKILLS**

- **STRENGTHEN TECHNICAL SKILLS — NEGOTIATION, BUDGETING, SCHEDULING, RISK MANAGEMENT, CHANGE MANAGEMENT**

- **REFINE "PEOPLE SKILLS"— MARKETING, COMMUNICATION, LEADERSHIP**

OUR INSTRUCTORS HAVE WORKED THE SAME TERRAIN AND SPEAK YOUR LANGUAGE

They know the trials—and the triumphs—you've seen. You can count on reliable, "real-world" instruction from pros totally dedicated to sharing their expertise to make your job easier and your firm more successful. Known for their success in the A/E/C industry, each instructor has taught thousands of project managers on the best practices for superior project delivery. They won't drill you... they'll inspire you!

YOUR BOOTCAMP WILL BE LED BY ONE OF THE FOLLOWING INSTRUCTORS:



Christopher P. Martersteck, AIA, LEED AP, DBIA

With 35 years in the profession, Chris has served as Senior Vice President and Corporate Project Management Director for several international architecture, engineering, and construction services firms, guiding project teams in project and construction management, as well as Integrated Project Delivery/Design-Build projects.



Patricia M. Huntley, PMP, MBA

Patty brings over 30 years of experience to her work with PSMJ. Her career includes the successful planning and execution of a broad range of projects, from small single-discipline projects, to fast-track, design-build projects. She has trained thousands of projects managers in firms throughout the U.S. and Canada on project management; working with firms to assess and improve PM practices, client satisfaction, and project profitability.



Alan F. Bollinger, PE

Alan has more than 25 years of experience and is currently Vice President of CH2M-Hill and Operations Manager for North America. His extensive project management experience includes project identification, scope and fee development, project team selection and leading the execution of agreed-upon work. He has trained more than 10,000 project managers in the principles and fundamentals of successful project delivery.



William Hinsley

William has been involved with the A/E/C Industry for more than 14 years. Previously he was a Senior Management Analyst for two governor's commissions focused on Everglades Restoration. In addition to being a trainer with PSMJ Resources, Inc., he has served as a senior leader in two international A/E companies providing consultancy, design, engineering and management services in the fields of Infrastructure, Water, Environment and Buildings.

PROGRAM AGENDA

1. WHAT IS A PROJECT MANAGER?

- What traits do the best PMs share?
- How can I add value to my Principals?

2. BUSINESS DEVELOPMENT

- Why should every PM have a role in business development?
- How can I effectively cross-sell my firm's services to grow the business?
- How can I use my current job to bring in more work in the future?

3. PLANNING THE PROJECT

- When should I begin the project planning process?
- What are the 10 critical elements of a good project management plan?
- What are the differences in planning for small vs. large projects?

4. PROJECT SCHEDULING

- What are the 11 elements of a good schedule?
- Common pitfalls to avoid when making a project schedule
- How to develop/implement a more efficient work process?
- How does good scheduling help us avoid rework?

5. PROJECT FINANCIAL PLAN

- What are the 4 methods I can use to budget a project?
- How to do balance scope and fee.
- What are the 6 steps PMs can use to improve cash flow?

6. LEADING THE PROJECT

- What are the 7 steps to assuring key staff at critical points of the project?
- How to identify and deal with difficult personality types.
- How can I move from being a Transactional PM to a Transformational PM?
- What is the first step in successfully delegating work on my project?

7. MANAGING YOUR CLIENTS

- Why do clients select different firms?
- How well do I know my client ... and why does it matter?
- How can I improve my relationship with my clients?
- How can I become my client's advisor?

8. MANAGING RISKS

- Why do traditional QA/QC approaches fail?
- What are the 29 terms I should know in my A/E contracts?
- What are the common pitfalls to avoid in sub-consultant negotiations?

9. PERSONAL PRODUCTIVITY

- How can I make sure every meeting counts?
- What's more effective: telephone or email?
- How can I work more efficiently with my assistant project manager?

10. MANAGING MULTIPLE PROJECTS

- How many projects can one PM handle?
- What are the keys to managing multiple projects?
- What are the keys to managing multiple office delivery?

11. CONTROLLING THE PROJECT

- What are the critical project elements that constantly need monitoring?
- What are the 5 critical numbers I need from accounting?
- What is the #1 way to monitor your project progress?

12. GETTING OUT OF TROUBLE

- How do I avoid problems?
- What to do if you're behind schedule or over budget?
- What is the proper way to ask a client for additional fees?

13. WRAPPING UP THE PROJECT

- What is the right way to complete a project?
- How can I turn a complicated project into the next job?

More A/E/C firms choose PSMJ's Project Management Bootcamp to train their project managers than all other PM training programs combined!

100% MONEY-BACK GUARANTEE

The value and benefits of attending our educational Bootcamps are confirmed by thousands of satisfied participants. If you're not happy, we're not happy. Go back to work and apply the project management techniques you learned in our bootcamp. If you're not absolutely delighted with the results you achieve, write to us within 30 days of your bootcamp. We will issue you a refund or arrange for you to attend another PSMJ Bootcamp. There's absolutely no risk involved—that is our **100% Money-Back Guarantee!**

PROGRAM ELEMENTS

Participation, instruction, workbook, *PM Cloud*, and reference materials, plus continental breakfast, lunch, and coffee breaks on both days.

TRAVEL & ACCOMMODATIONS

A block of rooms are reserved for PSMJ attendees at each location. To secure reduced rates, please make hotel reservations by the cut-off dates and be sure to mention that you are attending **PSMJ's A/E/C Project Management Bootcamp**. If you have any questions regarding reservations, please contact PSMJ's education department at (617) 965-0055.

TEAM DISCOUNT

Discounts for 3 or more attendees from the same firm attending the same program are available. Contact PSMJ's education department at (617) 965-0055 for more information.

REFUNDS AND CANCELLATIONS

Cancellations received in writing at least 40 business days prior to the Bootcamp will receive full refunds. Cancellations received in writing at least 39-11 business days prior to the program receive a credit letter, good for six months, towards any PSMJ program or product. Cancellations made 10 or fewer business days prior to the bootcamp and/or no-shows are not eligible for refunds or credits; however, you may substitute attendees or location at any time.

PROGRAM HOURS:

DAY ONE - 8:30 A.M. to 5:00 P.M.

DAY TWO - 8:00 A.M. to 3:30 P.M.



Register Now and get access to PSMJ's Project Management Cloud

PSMJ not only helps you improve your project management skills, we give you the tools to implement best PM practices efficiently and effectively. As a premium to your Bootcamp participation, we provide you with PSMJ's must-have *PM Cloud*, filled with PSMJ's proprietary tools — a \$695 value, yours FREE!