

# PARTNERSHIP PROGRAMS BRING NON-DUES REVENUE TO YOUR ASSOCIATION

Two-day program with your association members	SCENARIO 1 20 members	SCENARIO 2 30 members	SCENARIO 3 40 members
Gross revenue to your association <i>(Before discounts &amp; early bird pricing)</i>	\$16,000	\$21,000	\$31,000
Venue costs <i>(\$75/day per attendee)</i>	\$3,000	\$4,500	\$6,000
<b>Net revenue to your association*</b>	<b>\$13,000</b>	<b>\$16,500</b>	<b>\$25,000</b>

- Impactful training programs brought directly to your members at a price you set
- Your association assumes zero financial risk
- PSMJ provides marketing and logistical support

Schedule your PSMJ training program and earn non-dues revenue for your association chapter.



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*See reverse for program details*

\*Net revenues listed are estimates

# TRAINING PROGRAMS



## A/E/C PROJECT MANAGEMENT BOOTCAMP

This intensive Bootcamp helps Project Managers to improve project delivery, financial performance, and client satisfaction. Designed for Project Managers at any stage in their career, PSMJ's **A/E/C Project Management Bootcamp** compresses a wealth of knowledge and insight built from decades of real-world project management experience over two engaging days.



## A/E/C PRINCIPALS BOOTCAMP

Maintaining strong backlog, sustaining profitability, finding and keeping top talent...just some of the priorities that are top-of-mind with today's A/E/C firm leaders...Designed for all levels of management, this two-day intensive program will equip you with strategies for success on a wide range of management topics.



## A/E/C EMERGING LEADERS WORKSHOP

Too many A/E/C firms are struggling to thrive and grow in today's economy simply because they haven't given enough attention to grooming and developing their future leaders. PSMJ's **A/E/C Emerging Leaders Workshop** has been created from the ground up in response to popular demand for a program designed specifically to give future firm leaders proven insight and expertise on what it takes to be a successful principal.



## A/E/C PROPOSALS BOOTCAMP

You see it all around you. Even with improving economic conditions, there are still more firms chasing fewer opportunities. That seems to create intense downward pressure on fees, and you are left wondering how to actually grow your backlog and spend less time chasing dead-end project opportunities. No other program packs this kind of punch when it comes to what it really takes to develop and implement winning proposal strategies for A/E/C firms.



## A/E/C PRICING AND NEGOTIATIONS WORKSHOP

It could be a project contract, a change order, or any other potential dispute brewing on a design or engineering project. Your client is putting intense downward pressure on fees and, in some cases, expecting you to accept changes for free. You are frustrated and anxious, feeling like you don't have the leverage or the power to push back. You worry that the client will walk and that you are putting the firm and your own financial well-being in jeopardy. Sound familiar? If so, you can't afford to miss this program.



## FINANCIAL MANAGEMENT FOR A/E/C FIRM LEADERS

This workshop is for those who are looking for all levels of financial information—from understanding basic financial indicators to interpreting predictive financial metrics. The average firm spends \$36,000 of cash paying new employees before they collect the first dollar for that new employee's time. It also takes over two years to break even on cash flow. Some tweaks in financial metrics can reduce negative cash flow and the time it takes to generate positive cash flow.



## PM2 | MASTERING A/E/C PROJECT MANAGEMENT

Thousands of A/E/C Project Managers have attended our popular A/E/C Project Management Bootcamp. But, what comes next? That's the question that many of you have asked...looking for that next level course where you can 'get your hands dirty' and keep advancing your learning. Well, here it is! **PM2 | Mastering A/E/C Project Management Workshop** is your chance to work on actual case study projects and put to practice what it takes to be a best in-class Project Manager.



## PROJECT DELIVERY EXCELLENCE FOR PUBLIC AGENCIES

This program is specifically created for those in public-sector organizations who manage design and construction projects, and Project Managers in architecture and engineering firms who work on public-sector projects. From selecting the best consultants, negotiating scope, schedule and budget, and dealing with elected officials and the public, this course is packed with proven strategies and tactics that you can implement immediately.