

ACEC Washington

2017 Spring Conference - May 10-12, 2018
Campbell's Resort, Chelan, WA

AGENDA

Thursday, May 10

3:00 p.m. **Board Meeting**

6:00 p.m. **Welcome Reception, Buffet Dinner, Silent Auction Preview**

Friday, May 11

7:00 a.m. **Registration & Buffet Breakfast**

8:00 a.m. **What's Holding Your Firm Back: Evaluating Internal and External Barriers to Success**
Presented by Gerry Salontai, Salontai Consulting Group

9:30 a.m. **Why Clients *Really* Select Your Firm**
Presented by Mark Goodale, Morrisey Goodale LLC

11:15 a.m. **Failure Demand: Profitability's #1 Enemy**
Presented by Mark Goodale, Morrisey Goodale LLC

12:30 p.m. **Lunch**

1:30 p.m. **Organizational Design and Structure**
Presented by Gerry Salontai, Salontai Consulting Group

3:00 p.m. **The Top Ten Reasons Strategic Plans Fail**
Presented by Gerry Salontai, Salontai Consulting Group

4:30 p.m. **Sessions Conclude**

6:00 p.m. **Silent Auction and Cocktail Hour**

7:00 p.m. **Dinner and Passing of the Gavel Ceremony**

Saturday, May 20

8:00 a.m. **Buffet Breakfast**

9:00 a.m. **ACEC Washington All-Members Meeting**

11:00 a.m. **Adjourn – Conference Concludes**