

ACEC *Washington*

Virtual Fall Conference 2020

Raising the Bar for Engineers: The Role of Engineers as Trusted Advisors

September 14-18, 2020

Tentative Agenda *

Monday:

9:00-9:30 am **Opening Keynote: Creating a Culture of Innovation** *Presented by Jon Magnusson*

9:45-11:15 am **How Developing Strategic Thinkers Impacts Your Bottom Line** *Presented by John Geddie*

Tuesday:

9:00-10:30 am **Being a Trusted Advisor: Essential Mindsets and Skill Sets** *Presented by Andrea Howe*

10:45- 11:15 am **Updates from ACEC Washington Part I**

Wednesday:

9:00-10:30 am **Trust and Influence: What Every Successful Consulting Engineer Needs to Know** *Presented by Andrea Howe*

Thursday

9:00-10:30 am **Selling on Value Instead of Price** *Presented by June Jewell*

10:45-11:15 am **Updates from ACEC Washington Part II**

Friday:

9:00-10:30 am **Client Panel: Successful Collaboration With the Consulting Industry**

**agenda subject to change*