Agenda

8:00 - 8:30 am  Continental Breakfast & Introductions

8:30 - 9:45 am  Business Development Plan Assessment and Benchmarking – to Maximize your MROI
    Megan Miller, Deltek
    Don Sherman, ACEC

9:45 – 10:30 am  The Secret to Creating Client-Centered Proposals
    Mel Lester, BizEdge

10:30 – 10:45am  Break

10:45 – 11:30 am  Five Contrarian Steps to Winning the Shortlist Interview
    Mel Lester, BizEdge

11:30 – 12:00  Sustainability as a Market Differentiator
    John Williams, Impact Infrastructure Corporation

12:00 – 12:45 pm  Working Lunch with Engineering & Construction Forecast
    Kyle Camp, Dodge Data & Analytics

12:45 – 1:45 pm  Roundtable Discussion; Issues including, BD plan assessment, digital marketing, benchmarking, early opportunity identification, and go-no-go,

1:45 pm  Closing Remarks
    Wrap Up/Feedback/Input for next forum

2:00 pm  Forum Adjourns