



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Colorado

**2005 ACEC Fall Conference Compact Discs
Now Available to ACEC/CO Member Firms**

- _____ Improved Risk-Taking and Decision-Making - *Harold Ballenger*
- _____ The State of Professional Education in the Consulting Engineering Industry- *Mick Morrissey & Mark Brewer*
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- _____ A New Age in Performance Feedback - *Roger Pickar*
- _____ Performance-Based Pay - the Olsson Associates Way - *Patricia McManus & Melissa Newton*
- _____ Managing Risk Through Improved Communication - *Randy Lewis*
- _____ The Differentiation Workshop: How to Define Your Service Value and Translate It to Sales - *Michael Reilly*
- _____ Association Management Session: Achieving Success with Limited Resources- *Janice Burnett & Renee Castillas*
- _____ Association Management Session: Effective Board Governance- Linking Governance and Staff Leadership - *Sondra Donnel & Bill Garrity*
- _____ Design Errors & Omissions - *Paul Maxwell*
- _____ New Developments in Mobile Commuting and IP Telephony - *Cort Kane*
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- _____ Trusted Advisors: Born or Developed? - *Charles Fleetham*
- _____ Negotiating Profitable Fees - *Steven Isaacs*
- _____ Making Great Leaders of Technical Experts - *Sharon Youngblood*
- _____ How Firms Retain Clients When a Rainmaker Leaves - *Dennis Schrag*
- _____ Sources of Competitive Advantage in US Engineering Firms- *Stephen Mayer*
- _____ Environmental and Engineering Firm Profitability: 10 Common Problems 10 Uncommon Solutions - *Brian Flynn*
- _____ Firm Fitness: A Mock Organizational Peer Review - *Panel Members*
- _____ Risk Management Implications of Site Visits by Engineers - *Stuart Jacobson, Gary Ten Eyck*
- _____ Critical Issues in Construction Contract Administration - *Thomas Porterfield Jr.*
- _____ Strategic Planning: Tips, Tricks and Traps - *Raymond Kogan*
- _____ Help with Small Firm Ownership Transition - *R. Jacobson, R. Overfield, K. McCormick & G. Ten Eyck*
- _____ Using Laser Scanners for Surveying - *Owen Gidlow*
- _____ Building Your "Smart" Equity - *Mike Cucka*
- _____ Financial Analysis and Building Shareholder Value - *David Cohen*
- _____ The First Thing We Do: a Tort Reform Proposal - *Peter Coote*
- _____ Improved Organizational Design-Culture - *Paul Bryant*
- _____ Taking the Lead in LEED: The Market for Green Design - *Babar Armaghani & Roy Wilson*
- _____ Market Strategy Audits- Will You Make Your Numbers? - *Bruce Robinson*

Name: _____ Firm: _____

Phone: _____ Email: _____

Audio tapes are available for loan to members only for 2 weeks at a time and maximum of 3 tapes at a time.

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