

Brought to you in conjunction with:



AIEIC PROJECT MANAGEMENT BOOTCAMP®

July 20-21, 2022 | Brighton, MI



The two-day workshop **GUARANTEED** to give you proven skills to improve project delivery, financial performance, and client satisfaction:

- Master the 11 must-use parts of an ironclad project schedule
- Avoid the 5 budget busters that put projects in a financial hole
- Negotiate win-win subcontractor agreements
- Seize opportunities for new revenue through upselling and cross-selling
- Learn the PM “wow!” factors that turn clients into evangelists for your firm
- Spot—and fix—issues before they become major problems
- AND SO MUCH MORE!

*“Best professional development course I have taken in my career!
I will implement PM Change with great enthusiasm.”*

Blair Shoniker / AECOM

REGISTER NOW *for* PM Bootcamp!

10 REASONS NOT TO MISS THIS BOOTCAMP

1. Four proven ways to create a project management budget that will withstand the toughest scrutiny
2. The 29 A/E/C contract terms every successful PM understands
3. Five metrics smart PMs know to request from accounting, and how use them to make better decisions
4. How to make every client interaction an opportunity to position and brand your firm—and drive more referrals
5. Step-by-step instructions for maintaining your sanity—and meeting deadlines—when managing multiple projects
6. Scheduling secrets to keep everyone, from subs, clients to principals, happy
7. Three project elements you aren't monitoring now—but should be
8. How to implement a QC/QA program that eliminates common failure points
9. Red-flag metrics that give early warning on cost and schedule bumps ahead
10. Satisfaction Guarantee: If you disagree with the 42,000+ PMs who have participated in this program—and awarded it 4.8 out of 5 stars (average ranking)—we'll immediately refund your entire registration fee.

BONUS REASON:

You get dozens of real-world strategies guaranteed to take your firm to new levels of revenue, profit, and client satisfaction.

YOUR COACH



Chris Martersteck, AIA, LEED AP, DBIA

Chris's A/E/C experience includes leading fully-integrated teams and providing project management training and process and tool development as Director of Integrated Services and Project Management for a number of top international A/E/C firms. His extensive experience as an A/E/C project and program manager and as an owner's representative and seminar leader informs his knowledge

and abilities to serve the needs of all the project participants to better connect to the goals of clients – and all team members – and maximize success for all. Chris has successfully managed technically complex and highly accelerated design-build/IPD projects as well as conventional A/E projects, ranging from smaller ongoing multi-project efforts to ones exceeding \$125 million. During his 15 years with national multidisciplinary A/E/C and design-build firm McClier (an AECOM company), Chris was Senior Vice President managing larger projects, as well as responsible for the mentoring and training of project management staff and developing and refining the firm's fully integrated project delivery processes. He served as the firm's Quality & Risk Management Officer and led peer reviews of sister AECOM companies as a member of the AECOM Performance Excellence Council.

WHAT TO EXPECT

Want to manage A/E/C projects with complete confidence, keeping multiple stakeholders happy, driving new business to your firm, and consistently coming in on budget and on time? This power-packed workshop combines PSMJ's legendary A/E practice knowledge built over 40 years with proven new methods driving superior PM performance at firms just like yours.

ACTIVE: You won't sit and listen to an instructor for 2 days. This program keeps you engaged and stimulated with expert facilitators committed to interactivity and inclusive discussions.

GROUNDING: You won't be tuned off by impractical project management tips. Rather, you'll get to hear real-world case studies that show what's working—and what isn't—in bringing projects in on time and budget.

CONFIDENCE BUILDING: In two days, we guarantee you'll have renewed confidence to take on any project, crush any project goal, and manage any challenge that clients, contractors, and suppliers throw your way.

Over 44,000 A/E/C professionals have chosen PSMJ's A/E/C Project Management Bootcamp for training, from newly-minted Project Managers ready to learn the ropes all the way up to experienced leaders seeking continuous improvement. It's the industry-leading program that delivers a 10X multiple ROI by making PMs more valuable to their firms and their firms' clients.



www.aiami.com

MASTER THESE **BEST PRACTICES**

for **top project delivery performance** *and* **client satisfaction**

HOW TO INCREASE PRODUCTIVITY

PMs have limited time but get pulled in unlimited directions. Get some A/E/C-specific tips for doing more—and with less stress.

- Taking charge of meetings to ensure you get what you need
- When to email and when to pick up the phone
- Get more production out of your assistant manager

THE PM'S ROLE IN BUSINESS DEVELOPMENT

Highly valued PMs are always selling the firm's expertise. Learn how to spot and exploit opportunities to drive new work.

- Why every PM should have a role in business development
- How PMs can cross-sell services to grow the business
- How you can use your current job to generate more work in the future

PLANNING THE PROJECT FOR SUCCESS

Set the project tone with a superior plan that engages all stakeholders.

- When you should begin the project planning process
- 10 critical elements of the best project management plans
- Differences in planning for small versus large projects

REALISTIC PROJECT SCHEDULING

Avoid project failure with defensible milestones that account for every contingency.

- Mastering the 11 elements of a superior schedule
- Common pitfalls to avoid when making a project schedule
- How good scheduling helps avoid rework and increase profit

PROJECT FINANCIAL (AND PROFIT) PLAN

How can PMs become key business leaders? Learn how to boost the bottom-line with a solid front-end vision.

- 4 proven methods for creating a fool-proof project budget
- Inside tips for balancing the project's scope and fee
- 6 vital steps PMs should use to improve cash flow

MANAGING PROJECTS FOR CLIENT DELIGHT

Increase the client's "happiness quotient" and evolve from vendor to partner.

- How to get to know the client, and why it matters
- Techniques for improving your relationship with your clients
- How can you become your client's advisor?

MANAGING RISKS TO AVOID GRIEF AND LOSSES

Project problems aren't inevitable if PMs know how to spot the warning signs.

- Why traditional QA/QC fails – and how to approach it differently
- 29 critical terms every PM must understand in A/E/C contracts
- Pitfalls that successful PMs must avoid in sub-consultant negotiations

SECRETS OF MANAGING MULTIPLE PROJECTS

Dropping a ball is every PM's multiple-project nightmare, so get the skills to stay on schedule and on budget.

- How many projects can one PM realistically handle?
- Increasing productivity: Keys to managing multiple projects
- Inside tips for managing multiple office deliveries

MAINTAINING CONTROL OF THE PROJECT

Learn the real-world budget and schedule discipline strategies that keep everyone, including the client, on course.

- Crucial project elements every PM must obsessively monitor
- Which 5 critical numbers must PMs demand from accounting?
- The single best way to monitor a project's progress

GETTING—AND STAYING—OUT OF TROUBLE

Should unforeseeable events threaten completion on time and budget, know how to react using crisis management skills that can turn around a flailing project.

- What are the best techniques to avoid problems in the first place?
- What to do if a project is behind schedule or over-budget
- What is the best way to ask a client for additional fees?

PLUS MUCH MORE!

Visit www.psmj.com/pmbc for complete agenda details!



Our attendees continuously rate this program 4.8 out of 5 stars!

"Very practical step-by-step process with practical tools/approaches to stay on top of projects."

Eric Hurrell, Aviation Specialist, EBA

CLASS HOURS:

DAY ONE: 8:30 am to 5:00 pm **DAY TWO:** 8:00 am to 3:30 pm

A/E/C PROJECT MANAGEMENT BOOTCAMP

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(photocopy form for additional registrations)

PCIA / 1127 S. Old US Highway 23 / Brighton, MI

ATTENDEE:

Title

Firm Name

Address

City

State

Zip Code

Phone

Email

I am a member of **AIA Michigan**

MEMBER REGISTRATION: \$1,595 prior to June 3, then \$1,695

NON-MEMBER REGISTRATION: \$1,695 prior to June 3, then \$1,795

MULTI-ATTENDEE DISCOUNT: Save 25% on all registrations after your firm's first two

CANCELLATION POLICY: No refunds after July 4

PAYMENT INFORMATION:

Please make checks payable to **AIAMI**. Please call or email with credit card information.

REGISTRATION INCLUDES:

- Attendance
- Complete instructions
- Workbook
- Reference materials
- 1-year implementation support via phone and e-mail
- Breakfast and lunch both days

PROJECT MANAGEMENT BOOTCAMP DIGITAL TOOLBOX ON THE PSMJ CLOUD

As a premium to your Bootcamp participation, you get access to PSMJ's must-have *Project Management Bootcamp Digital Toolbox*, filled with PSMJ's proprietary tools—a \$695 value—FREE!

TO REGISTER

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