

SUBS AND THE CITY

S M P S R E S E A R C H T R I A N G L E C H A P T E R

TEAMING TO CREATE COMPETITIVE ADVANTAGE

Why do some firms seem to have all the "luck" when it comes to putting together a really cohesive, "winning" design team? **Theresa Leahey, Director of Business Development with Affiliated Engineers, Inc. (AEI) and a 20-year A/E/C business development veteran** believes it's not luck at all but a well organized process of doing the research, building relationships and knowing the client. And, maybe a little bit of luck and good charm to boot!

Join Theresa as she shares her insights and "real life" examples of putting together "winning" teams that create a competitive advantage for your clients. She will explore the following:

- Doing the Research
- Client Perceptions/Feedback
- Criteria for Sub-consultant Inclusion
- Proposal Generation
- The Interview

WHEN
Tuesday, February 14, 2006

WHERE
Cardinal Club
150 Fayetteville Street Mall
Raleigh, NC

TIME
11:30am -12:00pm
Registration/Networking

12:00pm-1:30pm
Lunch/Program

**REGISTRATION
DEADLINE**
Friday, February 10, 2006

This program provides 1 AIA learning unit or PDH and follows Domain 3 - Business and Client Development.

Name/Title: _____
Firm: _____
Address: _____
Phone Number: _____
Fax Number: _____
Email: _____
Guest Name: _____
SMPS Member \$35.00 each: _____
Non-SMPS Member \$55.00 each: _____
Student \$20.00 each: _____

Please send checks made payable to SMPS to:
Lisa Wilson
The Wooten Company
120 North Boylan Avenue
Raleigh, NC 27603

Fax registration forms to:
Lisa Wilson 919.834.3589

Credit Card Payments are accepted at
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Keyword Search:
SMPS February Program

No Shows will be billed. PLEASE NOTE we can not accept cancellations after 2/10/06.

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