



# Six Steps to 30% Project Profits

TECET Seminar

with Doug Reed, PE, Foster Growth

Thursday, April 13, 2017

8:00 AM Registration and Breakfast, 8:15 - 10:00 AM Program

@ Aldrich Center at The Engineering Center, One Walnut St, Boston, MA

This seminar is for anyone who has influence on the profit of a project, typically division managers, principals, senior project staff and project managers. Worksheets will be used so that participants can assess challenges and solutions specific to their active projects

Register online at: <http://bit.ly/6Steps-4-13-2017> with your assigned login/password or use this form.

Registrant Name(s):

Firm/Org:

Address:

City:

State:

Zip:

Tel:

Email

Dietary Restrictions (please describe):

**Fee: \$55 per person**

**Payment Options**  Visa  MC or  Amex or Checks payable to: TECET

Name on Credit Card \_\_\_\_\_

Billing Address \_\_\_\_\_

Billing City / State / Zip \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Card # \_\_\_\_\_ Exp Date: \_\_\_\_\_

Signature: \_\_\_\_\_

After this seminar, participants will know:

- The controllable elements of a project that are influenced by profit
- Methods to measure and maximize profit prior to and during a project
- Overcoming client objections to fee prior to and during a project so they see it as a win for them
- Techniques to secure high margins, rectify challenges, and preserve profit through project close-out while maintaining a win-win for the client and consultant

**About Doug Reed, PE, Foster Growth**

Doug Reed, PE, as an engineering executive, watched too many firms fail to reach their financial goals, enter new markets only to see their plans backfire, bring in "rainmakers" and never get a trickle, and start important initiatives that don't gain traction.

Then he discovered how to apply best practices to the processes, culture, and systems. Using this insight, he doubled and tripled the revenue and profitability of his firms and secured their future.

Today as FosterGrowth, Doug's passion is showing executives at engineering and environmental companies how safe growth and a comfortable financial position can be achieved without compromising vision or integrity.

Doug has his BS and MS in Civil Engineering. He spent over 25 years with AE firms, twice elected shareholder, and served on one firm's Board of Directors.

**Registration Deadline: Wednesday, April 12, 2017**

The Engineering Center Education Trust  
The Engineering Center, One Walnut St  
Boston, MA 02108-3616

[www.engineers.org](http://www.engineers.org)

T: 617/227-5551; F: 617/227-6783

Email: [tecet@engineers.org](mailto:tecet@engineers.org)

Use form to register more than one person from your firm/agency. No shows will be charged and cancellations must be received 2 business days prior to the event.

Supported by The Engineering Center Education Trust staff