

# Engineering Leadership Speakers at a Glance

**Dr. Richard Brown, Ph.D.** - Attended the U.S. Naval Academy and served seven years as an engineer on destroyers and in shipyards. For the past 25 years, he has taught leadership and other personnel issues for governments, colleges, and businesses. He presents nationally for PeopleMap and PSMJ.

**Greg Cafouros, P.E., J.D.** - A partner of the law firm, Kroger, Gardis & Regas, his practice concentrates in the areas of the environment, construction, real estate, land use and zoning, and mediation. He is the general counsel to ACEC Indiana's Board of Directors.

**David Dawson and Guy Johnson** - David Dawson owns Executive Media and is a communications professional with 36 years of experience. Guy Johnson works with Executive Media and previously served as press secretary for Lt. Governor John Mutz.

**Heather Fink, MS, RD, CSSD** - Assistant Director of the Center for Educational Services within National Institute for Fitness and Sport. She appears on television and radio to educate central Indiana residents on the benefits of a healthy lifestyle. She is a Registered Dietician and is Board Certified as a Specialist in Sports Dietetics.

**Ken Hedlund, CPA** - Principal in charge of the Somerset CPAs Construction and A/E Team. He routinely consults with construction and design clients on operational and efficiency issues.

**Mike Ingardia, P.E.** - Founder and president of SMC, a consulting practice that focuses on helping design professionals to better manage technology, including finance and project accounting systems, CADD systems, networks, and improved internal support for IT systems.

**Barry Maners** - Managing Director of the Fraser Group, which helps clients develop and deploy traditional market research, customer satisfaction measurement and HR management systems to more effectively focus internal resources on customer requirements.

**Chris Mayfield, CPA** - Manager of the Somerset CPAs Construction and A/E Team. His background includes serving as the controller for an A/E design firm.

**Kenneth McComb** - Vice President of Professional Design Insurance Management Corporation (PDI). He is an underwriter and account executive, specializing in professional liability for A/E firms. He is an active Associate member of ACEC Indiana.

**Aaron Prickel** - Sales Trainer and Executive Coach with Lushin and Associates. He has over a decade of sales success in his career working with leading companies in Indiana.

**Glenna Shelby, J.D.** - Partner of LegisGroup, LLC, a government affairs and consulting firm representing ACEC Indiana at the Indiana legislature. She is an attorney with over 30 years of experience related to state government, spanning 16 years in three state agencies and nine years as Deputy Revenue Commissioner.

# Engineering Leadership The future of Indiana

Presented by  
**ACEC Indiana**



## What is the plan for your firm's future?

## The answer to this question may lie in ACEC Indiana's Engineering Leadership Program.

This program targets P.E.s and/or young members of your firm that show great promise and a bright future in engineering firm management. This educational experience will prepare and position these rising stars for firm partnerships, management and potential succession ownership opportunities.

The program begins November 2011. This class is limited to 25 students. Help develop your firm's future and future leadership in the engineering profession and in ACEC Indiana.

# ACEC Indiana Engineering Leadership

## Who should attend?

Engineering Leadership will help prepare employees for firm partnerships, management and potential succession ownership opportunities. This may include design firm business and administrative coordinators, CFO's, marketing managers, HR managers, new principals and middle managers, but most of all, anyone interested in developing solid business skills.

This program can also be a tremendous education for owners and managers from design firms of all sizes and disciplines. This intensive program is only available to employees of ACEC Indiana member firms and is limited to 25 motivated people interested in strengthening their future and next steps in their career.

## Program format

This program is separated into four, two-day sessions. Participants registered for this innovative multi-day program will experience hands-on activities, wide-ranging discussions and interactive workshops to prepare them for leadership within their firm and the engineering profession in Indiana. Participants must attend all sessions.

## Registration includes

- Continental breakfast and afternoon snack breaks.
- Luncheon sessions for both Thursday and Friday will offer a variety of round table discussions and working lunch sessions.
- Thursday evening receptions will provide the students the opportunity to relax and wind-down after a full day.
- Evening meals will be "on your own" for the students to experience downtown Indianapolis and develop new relationships with their classmates. A group dinner will be held the first night of the first session and participation is mandatory.



## Registration

Class size is limited to 25 participants. Program fee is \$2,100 per person.

## Professional Development Hours (PDH's)

ACEC Indiana will distribute certificates acknowledging professional development hour accreditations for all graduates of the Engineering Leadership Program. This program fulfills one biennium's requirements (except for the Indiana Rules & Statutes course, which can be taken online at [www.acecindiana.org/continuingeducation](http://www.acecindiana.org/continuingeducation)) and the maximum number of carry over credits, 15 hours in one biennium.

## ACEC Indiana's intense course work is taught by experts in the business world in the areas of:

Ethics in Engineering  
Leadership  
Mentoring and Coaching Employees  
Conflict Resolution  
Personal Management  
Proposals Development  
Presentation Skills  
Trends in the Industry  
General Accounting Principals  
Indiana's General Assembly  
Business Development/Marketing Sales  
Understanding Financial Statements  
Making A Profit  
Overhead—INDOT and True Overhead  
Public Relations  
Spokesperson Training  
Crisis Communications  
Social Business Etiquette  
Personnel Law  
Insurance Requirements  
Risk Management  
IT Related HR Policies  
Company Policies and Procedures  
Fair Labor Standards  
Qualifications Based Selection (QBS)  
Overview of ACEC Indiana

"The Program is a must for those with ownership aspirations because of its key lessons: enhancing relationships with your clients and employees, discerning state and federal legislative activities, ensuring sound legal/risk management, and improving win rates from proposals and presentations."

David Lahey, P.E.  
Butler, Fairman, & Seufert, Inc.  
2007-2008 Engineering Leadership Program Graduate

## Class Schedule 2011-2012

Nov. 10-11  
Jan. 12-13  
Feb. 16-17  
April 19-20

*Classes held at the Hilton Hotel & Suites in downtown Indianapolis. Participants must attend all classes!*

"The ACEC Leadership Program was one of the best organized and most informative programs I've attended in my 15 years in the industry. This program is a must for all young, upcoming engineering leaders that have ownership aspirations in their future."

Michael Obergfell, P.E.  
USI Consultants, Inc.  
2004/2005 Engineering Leadership Program Graduate



# ACEC *Indiana* Engineering Leadership 2011-12 Registration Form

The Engineering Leadership Program is reserved for *ACEC Indiana member firms employees only*. The program is limited to 25 participants. Currently we are accepting only 3 participants from one firm. If spaces still remain after the published deadline, additional members from firms may attend. For specific questions, call Colleen at (317) 637-3563. Participants must attend all eight days of classes.

Individual Name _____	<input type="checkbox"/>	P.E.	Other Designations: _____
Name of Firm _____			
Telephone (_____) _____		Mobile (_____) _____	
E-mail address _____			
Firm Principal Referral _____			
(Name)	(Title)	(IN License No.)	

**Program fees: \$2,100 per student. Program fees include all course materials, continental breakfast, lunch, evening reception, and the group dinner on Thursday, Nov. 10, 2011. Hotel lodging is the responsibility of each registrant.**

*Cancellation Policy: Registrations may be transferred to another person within the firm at any time prior to the first session on Nov. 10. **Deadline for registration is Friday, Sept. 16, 2011.***

## Special Requests



Please check this box if you have any special accessibility needs or requirements. Please list below.



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Please check this box if you have any special dietary needs or requirements. Please list below.



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## Hotel Accommodations

**Hilton Hotel Indianapolis Hotel & Suites**

**(317) 972-0600 for reservations**

Located in the heart of downtown, at 120 W. Market Street, the Hilton Indianapolis Hotel & Suites offers spacious guest rooms, comfortable meeting facilities, and the fun and excitement of downtown dining and nightlife. **In coordination with the Hilton Indianapolis Hotel & Suites, ACEC Indiana has reserved a limited number of rooms for program participants at a special nightly rate.**

To receive this special rate, please state that you are in the ACEC Indiana guest room block. It will be the responsibility of each individual to secure the necessary hotel reservations for an overnight guest room while participating in this program. **If you intend to stay overnight, please book all room nights before the first session.** Many conventions come into town and rooms do sell out. If there is a need for cancellation, ACEC Indiana can work with the hotel to ensure that you do not incur any charges for the room.

**Please return form to ACEC Indiana at [staff@acecindiana.org](mailto:staff@acecindiana.org) or FAX to (317) 637-9968. Contact Colleen Merkel with any questions at (317) 637-3563.**