

**A/E/C PROJECT MANAGEMENT BOOTCAMP  
IS BACK WITH EVEN MORE OF THE STRATEGIES  
YOU NEED TO THRIVE! OVER 40,000 ATTENDEES TO DATE!**

**PSMJ** | Resources, Inc. ®

A|E|C  
**PROJECT MANAGEMENT  
BOOTCAMP®**

The gold-standard 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 5 budget busters that put projects into a financial hole
- Keep projects and teams on schedule and budget when working remotely
- Negotiate win-win subcontractor agreements
- Seize new revenue opportunities through upselling and cross-selling
- Learn the “wow!” factors that help turn clients into champions
- Spot and fix profit killers before they become major problems
- **PLUS** You get PSMJ’s best-in-class implementation tools, calculators, checklists and ongoing one-on-one support that lesser imitators can’t touch!

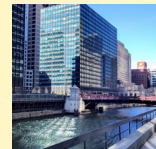
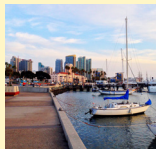
**2021  
IN-PERSON:**

**June 17-18 / San Diego**  
**June 24-25 / Orlando**  
**July 15-16 / Atlanta**  
**July 22-23 / Chicago**  
**August 5-6 / Boston**

**2021  
LIVE ONLINE:**

**February 9-11:** 3-day Fast Class  
**February 17:** 6-week program kickoff  
**February 23-25:** 3-day Fast Class  
**March 9-11:** 3-day Fast Class  
**March 31:** 6-week program kickoff  
**April 6-8:** 3-day Fast Class  
**April 20-22:** 3-day Fast Class

**CHOOSE FROM  
THREE BOOTCAMP  
OPTIONS:**



- **IN-PERSON:** We’re back with live and in-person high energy training!
- **LIVE ONLINE:** New live online bootcamp series starting all the time.
- **CUSTOMIZED FOR YOUR FIRM:** On your schedule, either in-person or live online.

Visit [www.psmj.com/pmbc](http://www.psmj.com/pmbc) for complete details, more online dates, and more!

# Just 10 of the 47 Skills You Learn at A/E/C Project Management Bootcamp

- **Four proven ways to create a project management budget** that will withstand the toughest scrutiny
- **The 29 A/E/C contract terms** every successful PM understands
- **Five metrics smart PMs know to request from accounting**, and how use them to make better decisions
- **How to make every client interaction an opportunity** to position and brand your firm—and drive more referrals
- **Step-by-step instructions for keeping your sanity**—and meeting deadlines—when managing multiple projects
- **Scheduling secrets** to keep everyone, from subs to principals, happy
- **Three project elements you aren't monitoring**—but should
- **How to implement a QC/QA program** that eliminates common failure points
- **Red-flag metrics that give early warning** on cost and schedule bumps ahead
- **Work-From-Anywhere** project management tricks that keep teams utilized AND highly productive.

## BONUS TAKEAWAY:

**Dozens of real-world strategies** guaranteed to take your firm to new levels of revenue, profit, and client satisfaction.

## 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/C practice knowledge built over 40 years with proven new methods driving superior project management performance at firms just like yours.

*"The course was excellent and I feel it has provided me with a lot of tools to perform my job better. It has offered new ideas to improve processes or influence my company."*

Sean Casey / FVB Energy, Inc.

*"One of the best courses I've ever attended. The instructors are so engaging. A great program! I recommend any PM to take it earlier than later. "*

Luana Broshears / Sain Associates

*"This course really hit it on the button – every project manager needs to take it!"*

Charles Prior / Stearns & Wheler - GMD

## FULLY UPDATED:

**Just-Added 2021  
Agenda Takeaways  
Make This Our Best  
Project Management  
Bootcamp Ever!**

You get ALL of our time-tested profit-boosting project management secrets PLUS what every Project Manager needs to thrive in a post-COVID world. Learn how to:

1. Manage project team members working from anywhere.
2. Communicate with clients who are working from anywhere.
3. Pause and re-start work to minimize disruption and preserve cash flow.
4. Run virtual meetings without losing productivity.
5. Add more value and keep pipelines full by bringing in work from existing clients.

# Master These

## Project Management Best Practices

*for top project delivery performance and client satisfaction*

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### PROJECT MANAGEMENT MASTERY MODULE 1

#### Increase Productivity AND Develop New Business: Keys to a Becoming a Super-Valued PM

What separates average PMs from the rock-stars? What's the scope of responsibility top-level firms demand of rising leaders? Get A/E/C specific tips for doing more—and with less stress – as you both manage existing projects and sell your firm's expertise to generate new work... the sign of the best and most sought-after PMs!

- 10 traits successful PMs use to achieve peak performance
- Building a great working relationship with your PIC
- How to spot and exploit ways to drive new work
- Where every PM can contribute to business development
- Cross-selling your firm's services
- Turning current projects into future work

### PROJECT MANAGEMENT MASTERY MODULE 2

#### Planning Projects For Success: Timelines that Meet Milestones

Learn the key elements of a great PMP, one that instills confidence from all of your stakeholders and sets you up for delivering on time and budget:

- When to begin project planning
- Examples of scope, WBS and ABS
- 10 critical elements of the best project management plans
- Differences in planning for small versus large projects
- Realistic project scheduling milestones that account for every contingency
- 29 critical A/E/C contracts terms every PM must understand
- Controlling scope creep and other changes
- How good scheduling helps avoid rework and increase profit

### PROJECT MANAGEMENT MASTERY MODULE 3

#### Your Successful Project Financial (And Profit) Plan: Win at Budget and Cash Flow Management

How can PMs become key business leaders? Learn how to boost the bottom-line with a solid front-end vision. You learn how to craft realistic budgets and adjust as changes inevitably occur, reducing the risk of devastating surprises and red ink.

- 4 proven methods for creating a fool-proof project budget
- Inside tips for balancing the project's scope and fee
- Mastering the 11 elements of a superior schedule
- Learn the Critical Path Method for hitting targets
- Risk management and mitigation strategies that maintain project quality
- Designing a change management plan to keep clients and PICs happy
- 6 vital steps PMs should use to improve cash flow

## PROJECT MANAGEMENT MASTERY MODULE 4

### Lead the Project Team While Managing Scope Creep and Other Project Changes

Ready to evolve your firm's relationship with clients from vendor to partner – and multiply your value? Want to maximize the productivity of your team members? Learn proven leadership characteristics that increase client happiness and reduce project risks.

- Secrets for getting more from your team
- 7 ways to improve your client relationships
- Applying team member personality traits to task assignments
- Time management tricks for maximum personal productivity
- Improving your effectiveness using Five Practices of Leadership assessment
- Why traditional QA/QC fails – and how to approach it differently
- Pitfalls successful PMs avoid in sub-consultant negotiations

## PROJECT MANAGEMENT MASTERY MODULE 5

### Managing Clients and Yourself: Keys to Keeping Projects Profitable

Great PMs effectively allocate the most precious resource - time - in pursuit of profitable project execution and client satisfaction. Here you learn how to manage client expectations and your own daily activities to hit your firm's most ambitious targets.

- Time management tricks for maximum personal productivity
- How to use Earned Value Management techniques to stay on track
- Which 5 critical numbers must PMs demand from accounting?
- The single best way to monitor a project's progress
- Controlling scope creep and other changes
- How good scheduling helps avoid rework and increases profit

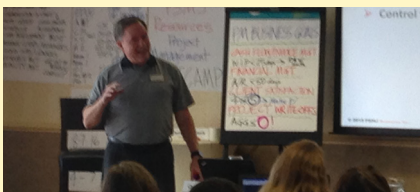
## PROJECT MANAGEMENT MASTERY MODULE 6

### Budget and Schedule with Earned Value Management: Maintain Control of Projects and Stay Out of Trouble

Don't let unforeseeable events threaten project completion on time and budget. Learn the real-world budget and schedule discipline strategies that keep everyone, including the client, on course.

- How to use Earned Value Management techniques to stay on track
- Which 5 critical numbers must PMs demand from accounting?
- What to do if a project is behind schedule or over-budget
- Increasing productivity: Keys to managing multiple projects
- Crisis management skills that turn around a flailing project
- Using everything you've learned

**Choose from 3 Delivery Options at [www.PSMJ.com/PMBC](http://www.PSMJ.com/PMBC)**



**IN-PERSON**



**LIVE ONLINE**



**CUSTOMIZED FOR YOUR FIRM**

# Your Coaches

They know the trials and the triumphs you've seen. You can count on real-world instruction from pros, dedicated to sharing their expertise to make your job easier and your firm more successful. Each coach has taught thousands of Project Managers the best practices for superior project delivery.

**They won't drill you... THEY'LL INSPIRE YOU!**



**Alan F. Bollinger, P.E.** has 34 years leading teams in the engineering and construction industry and has been teaching and inspiring PMs for more than 20. He is a highly experienced PM, responsible for project identification, scope and fee development, team selection, and the execution of collective work. As VP and an Operations Manager at Jacobs, he trained hundreds of new leaders.



**Michael D'Alessandro, P.E., PMP, BCEE** has over 25 years of A/E/C industry experience and has trained thousands of professionals on the principles of successful project delivery. Michael is a Senior Principal Engineer with Geosyntec Consultants with special expertise as a construction engineering consultant, practitioner, and project and program management specialist.



**William Hinsley** has been involved with the A/E/C industry for more than 15 years. In addition to being a trainer with PSMJ, he has served as a senior leader in two international A/E companies providing consulting, design, engineering, and management services. He is also experienced in the coordination, making key decision factors, and direct opening of multiple regional offices.



**Elise Kirchhofer, P.E., LEED AP** has the unique experience of having served on the design, construction and owner's side of a project. With over 20 years of experience in the A/E/C industry, this background allows her to understand the project and processes from all sides of the table. Elise shares experiences from her diverse background as she leads training programs.



**William R. Long, P.E., LEED AP, FSMPS** has more than 30 years of experience in the A/E/C industry. During that time he has held multiple positions including Principal, Vice President, Project Executive, Director of Business Development, Project Manager and Engineer. He is also an instructor/guest lecturer at Drexel University's College of Engineering, Penn State University and Virginia Tech.



**Christopher P. Martersteck, AIA, LEED AP, DBIA** has more than 35 years in the A/E/C profession and has served as Senior Vice President and Corporate Project Management Director for several international A/E/C firms. In his role with PSMJ, Chris leads A/E/C bootcamps, seminars, and lectures internationally on topics such as project management and integrated project delivery.



**Jay McRae** has 35-years of extensive experience in business development, operations, program and project management —teaching, facilitating, and inspiring staff in the public and private sectors.. Jay has trained hundreds of project managers and principals on the principles of successful project delivery and financial management.

## Earn Credits



Earn 13 credits toward certification with the A/E/C Project Management Association (AECPPMA). This is the only industry-specific certification available for A/E/C Project Managers. Learn more: [www.aecppma.org](http://www.aecppma.org)

This Bootcamp is AIA CES Registered to provide this content and earns you 13 LU Hours, CEUs or PDHs. Not all state and licensing boards accept these programs for learning units. PSMJ is a registered provider with the Florida Board of Professional Engineers, provider #0003546. PSMJ is a registered provider with the Florida Board of Landscape Architecture, provider #0002844 course #0007693. For more information, contact PSMJ's education department at [education@psmj.com](mailto:education@psmj.com) or via phone at (617) 965-0055.



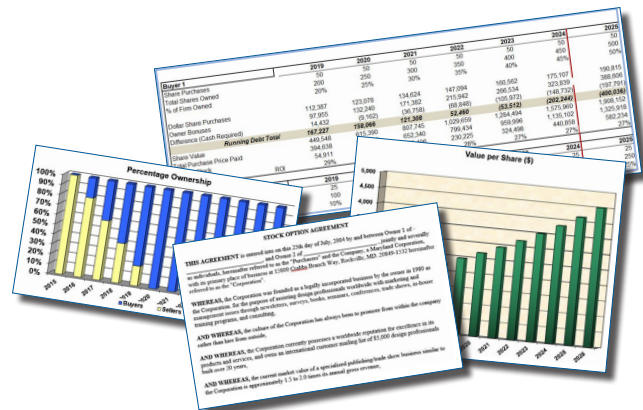
# 13 Intensive Learning and Networking Hours + More to Kickstart Implementation

Your A/E/C Project Management Bootcamp registration fee includes 13 hours instruction as well as a workbook, reference materials, continental breakfast/lunch (in-person version only) plus these **TWO EXCLUSIVE BONUSES** to kick-start your implementation of everything you learn:

## BONUS 1: A/E/C Project Management Digital Toolbox

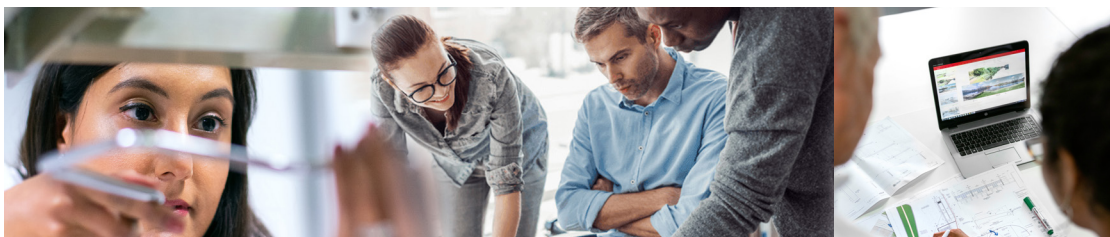
Why just learn what to do when you can get PSMJ's proven tools to help you actually do it? Included with your registration fee, you get exclusive online access to PSMJ's *A/E/C Project Management Digital Toolbox* (\$497 Value). These tools will dramatically reduce the amount of time you spend in planning and managing your projects—and make that time even more effective.

- PlanTrax 4.6 Project Management Application
- PM Responsibilities Checklist
- Sample PM Goals
- PM Evaluation Checklist
- Project Risk Evaluation Scorecard
- Project Management Plan Template
- Manpower Planning Calculator
- Client Evaluation Template
- Personal Productivity Action Plan
- Sample Construction Contract Text
- Sample Project Financial Summary Template
- Bootcamp Skills Implementation Plan



## BONUS 2: Personal Implementation Assistance

You're entitled to 1 hour of one-on-one consultation via phone and email with your Bootcamp coach at no additional cost. You can use this session to get an expert review of your Project Management Plan, Earned Value Analysis, or anything else that will help you move from being a good project manager to a great project manager. PSMJ normally charges \$500 per hour for this type of consultation but it's included here as part of your registration fee.



## Ready for even more powerful results?

Improve budget performance and client satisfaction firm wide,  
and get PSMJ's Enterprise Management Toolbox, when you train the team!

PSMJ research consistently shows that teams who train together get better results and they get results faster. Register 3+ attendees to save 15% instantly PLUS you get PSMJ's **Enterprise Project Management Toolbox** (a \$2,000 value)! With this toolbox, you'll establish a highly effective firm wide Project Management Plan tailored to the needs of your firm—whether your project teams are working in your office or from home. We'll even provide a review of your draft plan by one of PSMJ's experienced project management consultants.

# Over 40,000 A/E/C Professionals Can't Be Wrong!

There's a reason PSMJ's *A/E/C Project Management Bootcamp* has been a "MUST-ATTEND" learning event for over 25 years: **UNMATCHED RETURN ON INVESTMENT!**

## Guaranteed To Move The Needle At Your Firm—Or Your Money Back

This Bootcamp means business—better business for both participants and their firms. We're confident it can help you, as it has thousands of A/E/C firm leaders since 1974. If this program, the skills, or the tools you acquire don't make a positive difference—and increase your firm's revenue and profitability—we'll refund your fee or arrange for you to attend another PSMJ Program at no cost. **THERE'S ABSOLUTELY NO RISK INVOLVED.**

## Reduce Registration Costs By \$400

**EARLY-BIRD DISCOUNTS:** Register 60 days or more in advance of your Bootcamp date, and save \$400 on your fee. Register 30-59 days in advance, and save \$200 on your fee. To register, call (617) 965-0055 or email [education@psmj.com](mailto:education@psmj.com).

**TEAM DISCOUNTS:** Three or more attendees from the same firm attending the same program save 15% on each registration.

## Level Up With On-Site Training

Maximize your entire team's skill level when you bring this dynamic training program in-house. It's the cost-effective way to set performance expectations, communicate policy and practice standards, and improve project delivery at the enterprise level. To learn more, visit [www.psmj.com/custom](http://www.psmj.com/custom).

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

## SAVE UP TO \$400 WITH EARLY BIRD PRICING

### REGISTER NOW



CALL  
617.965.0055



EMAIL  
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VISIT  
[www.psmj.com/pmbc](http://www.psmj.com/pmbc)

Registration fee does not include sleeping room for in-person version attendees. For complete venue details, rates, and additional information, visit: [www.psmj.com/pmbc](http://www.psmj.com/pmbc)

### Are You A PSMJ Member?

### Take another \$100 OFF Your Registration!



In addition to monthly issues of PSMJ's Journal, access to A/E/C leadership's most active and useful discussion forum, live online executive briefings, and Quarterly Market Forecasts, **PSMJ Membership entitles you to \$100 OFF this event, above and beyond any available Early-Bird discounts.**

For more about membership benefits and to join, visit [www.psmj.com/MembershipEvents](http://www.psmj.com/MembershipEvents)