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Want someone to take care of your marketing needs while you search for the ideal full-time candidate?

Want to free up more time for Principals and Project Managers to focus on clients and projects?

Or just want a higher proposal win rate?

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When you need to ramp up, I'm there for you. It's the most efficient way to add marketing services capacity without adding permanent staff or compromising the quality of your proposals and other marketing material.

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SERVICES

- Proposal preparation
- Presentation preparation
- Graphic design
- Copywriting
- SF 330 preparation
- Subconsultant coordination
- Good faith efforts
- Marketing collateral

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RESOURCES

A/E/C industry business development events

Southern California

JANUARY 2009

If you are interested in attending an event, please check the organization's web site to verify the date and time of the event, and to RSVP. Web site addresses for the organizations listed on the calendar are shown below.

Inland Empire-area meetings

- **AGRE/IE:** Association of Commercial Real Estate Executives, Inland Empire www.aacre-ie.org
- **BIA/SC:** Building Industry Association of Southern California www.bia-sc.org
- **CASH:** Coalition for Adequate School Housing www.cashnet.org
- **NAWIC/IE:** National Association of Women in Construction, Inland Empire Chapter <http://chapter111.nawic.net>
- **USGBC/IE:** United States Green Building Council, Inland Empire Chapter <http://chapters.usgbc.org/inlandempire>
- **WTS/IE:** Women's Transportation Seminar, Inland Empire Chapter www.wtsinternational.org

Orange County-area meetings

- **ACEC/OC:** American Council of Engineering Companies, Orange County Chapter — www.acec-oc.org
- **AIA/OC:** American Institute of Architects — www.aia-oc.org
- **BDA/OC:** Business Development Association of Orange County Architects — www.bda-oc.org
- **BIA/SC:** Building Industry Association of Southern California — www.bia-sc.org
- **NAIOP/SC:** National Association of Industrial and Office Properties, Southern California Chapter www.naiop-socal.org
- **NAWIC/OC:** National Association of Women in Construction, Orange County Chapter — www.nawic-oc.org
- **SMPs/OC:** The Society for Marketing Professional Services, Orange County Chapter — www.smps-oc.org
- **Ull/OC:** Urban Land Institute, Orange County Chapter <http://orangecounty.ull.org>
- **USGBC/OC:** United States Green Building Council, Orange County Building Council, Orange County Chapter — www.usgbc-oc.org

Los Angeles-area meetings

- **AIA/PF:** American Institute of Architects, Pasadena and Foothill Chapter — www.aia-pf.org
- **ACEC/LA:** American Council of Engineering Companies, Los Angeles Chapter — www.acec-la.org
- **CMAA/SC:** Construction Management Association of America, Southern California Chapter www.cmaa-sc.org
- **BIA/SC:** Building Industry Association of Southern California www.bia-sc.org
- **ICSC:** International Council of Shopping Centers www.bia-sc.org
- **NAWIC/LB:** National Association of Women in Construction, Long Beach Chapter www.nawic-lb.org
- **NAWIC/LA:** National Association of Women in Construction, Los Angeles Chapter www.nawic-la.org
- **SMPs/LA:** The Society for Marketing Professional Services, Los Angeles Chapter www.smps-la.org
- **USGBC/LA:** United States Green Building Council, Los Angeles Chapter www.usgbc-la.org
- **WTS/LA:** Women's Transportation Seminar, Los Angeles Chapter www.wtsinternational.org

San Diego-area meetings

- **AIA/SD:** American Institute of Architects, San Diego Chapter www.aia-sandiego.org
- **ACEC/SD:** American Council of Engineering Companies, San Diego Chapter www.acec-ca-sd.org
- **NAWIC/SD:** National Association of Women in Construction, San Diego Chapter www.nawic-sd.org
- **NAIOP/SD:** National Association of Industrial and Office Properties, San Diego Chapter www.naiop-sd.org
- **SMPs/SD:** The Society for Marketing Professional Services, San Diego Chapter www.smps-sd.org
- **SCAG:** Southern California Association of Governments www.scag.ca.gov

NOTE: Email comments, or let me know of events you would like added to future calendars — twallace@wallacemarketinggroup.net

LinkedIn member? Want me as a connection? Love it! Here's my LinkedIn profile: www.linkedin.com/in/tarawallace
Or email me to let me know at twallace@wallacemarketinggroup.net

JANUARY

A/E/C business development events in Southern California

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
05	06	07	08	09
		<p>■ SCAG: Imperial County Regional Office Open House & Reception 12:00p in El Centro</p> <p>■ AIA/SD Glass Floor Walkways and Stair Trends 12:00p in San Diego</p>	<p>■ ULI/OC Public Officials' Workshop: Implementing Sustainable Development In Your Community 8:00a in Orange</p> <p>■ AIA/OC BIM in Practice During Construction 4:00p in Irvine</p> <p>■ BDA/OC After the Election: OC Update 11:30a in Irvine</p> <p>■ SMPS/SD Project Tour - UCSD Music Building 3:45p in La Jolla</p>	<p>■ BIA/SC Remodelors Council Installation Dinner 6:30p in Manhattan Beach</p> <p>■ AIA/PF First Friday Forum 7:30a in Pasadena</p>
12	13	14	15	16
	<p>■ NAWIC/SD Changing Chaos into Productivity in the Construction Industry 5:30p in San Diego</p>	<p>■ BIA/BV Inland Empire Housing Outlook 11:00a in Ontario</p> <p>■ ICSC Breakfast Program 7:30a in San Diego</p> <p>■ ACEC/LA Monthly Luncheon - City of Los Angeles 11:30a</p>	<p>■ ULI/OC Preparing For '09: Roundtable Discussions on ULI's Mega-Priority Issues 11:30a in Corona</p> <p>■ AIA/OC General Meeting 6:00p in Tustin</p> <p>■ AIA/PF Monthly Program 6:30a in Pasadena</p> <p>■ SMPS/LA Mixology 5:00p in Los Angeles</p>	
19	20	21	22	23
	<p>■ ACEC/SD Member Lunch 11:30a in San Diego</p> <p>■ SMPS/OC LAUSD and LACCD Bond Measure, Next Steps 11:30a</p>	<p>■ ACRE/IE Partnering with Public Agencies 1:30p in Ontario</p> <p>■ NAWIC/IE Monthly Meeting 6:00p</p> <p>■ NAIOP/SD Breakfast with the Mayor 7:30a in Carmel Valley</p> <p>■ NAWIC/LB General Meeting 6:00p in Cerritos</p>	<p>■ NAIOP/SC NAIOP-U at UCI Breakfast Series 7:30a in Newport Beach</p> <p>■ WTS/LA Building Small Entrepreneurial Businesses workshop Time TBD</p> <p>■ AIA/SD January Barstool 6:00p in San Diego</p>	<p>■ USGBC/IE General Membership Meeting 5:30p in Riverside [note: event is on Sunday, 1/25]</p> <p>■ NAWIC Region 12 Winter Conference in Yorba Linda [note: event is on Saturday, 1/24]</p> <p>■ USGBC/LA Go Green Expo in Los Angeles [note: event is Saturday and Sunday, 1/24 and 1/25]</p>
26	27	28	29	30
<p>■ BIA/OC Outlook 2009 4:30p in Irvine</p>	<p>■ BIA/LAV Membership Mingling 5:30p in Burbank</p> <p>■ BDA/OC and SMPS/OC Adobe InDesign CS3 Seminar, Level 2 8:00a in Anaheim</p>	<p>■ ICSC Idea Exchange 7:30a in Long Beach</p> <p>■ WTS/IE 4th Annual Scholarship and Awards Benefit Dinner 5:30p in Riverside</p> <p>■ ACEC/OC Member Lunch</p>	<p>■ BIA/LAV Green Building Seminar 1:30p in Burbank</p> <p>■ CMAA/LA Owners' Night 5:30p in Long Beach</p>	<p>■ CASH State and Federal Proposals for K-12 Facilities 8:30a in Ontario</p> <p>■ CASH Increase Local Revenue with Bonds and Parcel Taxes 12:30p in Ontario</p>