

St. Louis Section News

May 2009

The May/June event has been cancelled.

The ASME/ASCE joint event has been cancelled. Sam Huff will continue to stay in contact with our ASCE contact to establish future events.

2008/2009 NOMINATING COMMITTEE, ASME ST. LOUIS SECTION:

The Committee has been formed to submit nominations for next year's officers. The following members have been elected to this year's committee.

- ___ Betty Bowersox.
- ___ Mary Hammond
- ___ John Keplinger
- ___ David Henkelmann.
- ___ Dr. Sridhar Condoor

No slate of candidates has yet been announced.

Mary Hammond, contact phone 314-335-6944 or email mary.hammond@edm-inc.com.



Please join us at the next ASME-STL 2009/2010 Programs Planning Meeting 6:00 p.m. Tuesday, June 2nd at Buffalo Brewing Company, 3100 Olive Street, St Louis MO 63103, one block east of Compton Ave. The location is tentative depending on interest level. Everyone

should come with new ideas on events for the upcoming year and attempt to get events planned out for the year.

BRING NEW RECRUITS!

Announcing a new short course being offered by Missouri S&T in St. Louis: "Marketing of Professional Services".

Two different dates to choose: Jul 14, 2009 and Sep 15, 2009.

Time: 11:30 – 1:30

Place: Engineer's Club of St. Louis, 4359 Lindell Blvd, St. Louis, MO 63108

Cost: \$180 per attendee, includes lunch and materials.

Overview: This is an intense, 2-hour course designed to increase the sales hit rate for professional services firms. The short course includes: Importance of Relationships, Building and Maintaining Relationships, Case Studies. This two-hour course will cover: How to increase win-rate in the professional services area in difficult times, The effects of relationships and sales, Some secrets to winning more work for your marketing dollar, Real-life case studies. Participants will receive a certificate for 2 PDHs from MST. This course is designed for senior staff in a consulting/design firm including: Principals, Department Managers, Directors, Project Managers, Executives, Engineers and Architects.

Instructor: **Dr. Robert Berry P.E.**, Adjunct Professor, Missouri University of Science and Technology; retired executive from the consulting engineering profession; previous VP of marketing; previous regional office manager. Missouri S&T is known internationally as a leading technological research university. Employers and businesses worldwide know that Missouri S&T means excellence in education and research.

These questions and more answered in the "Marketing of Professional Services" short course. Through this course, you will increase your knowledge of how to win more work and how to make the most of your marketing dollars. This course is presented by the Engineering Education Center of Missouri University of Science and Technology. Missouri S&T will award two professional development hours to participants who complete the course. For more information contact:

Engineering Education Center,
Missouri University of Science and Technology,
One University Blvd., St. Louis MO 63121-4499.

Phone: (314) 516-5431 or Fax: (314) 516-5434

Email: eec@mst.edu or register on-line at:

http://dce.mst.edu/noncredit/facetoface/Marketing_of_Professional_Services.html

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