



Business Strategies for Surviving the Financial Downturn

The Virginia Society and local chapters of the American Institute of Architects have developed a series of Economic Roundtables designed to help members and construction-industry professionals respond to the current business climate.

The program features brief presentations focusing on the national and regional implications of the downturn, followed by two roundtable discussion-sessions on topics such as Financial Management Tools, Staffing for Now and the Future, Business Development, and Financing and the Credit Crunch. After the roundtable discussions, the entire group will examine the key points from each table, followed by a question and answer session.

3.5 AIA/CES learning units

Fee: AIA members: **Free**

Non-members: **\$10**

Name: _____

Firm: _____

Address: _____

_____ **AIA Member #:** _____

Email: _____ **Phone:** _____

Select a session:

- Richmond** (Virginia Center for Architecture, March 4, 3– 6:30 p.m.) **Central Virginia (TBD, 3– 6:30 p.m.)**
- Northern Virginia** (PSA-Dewberry, March 24, 3– 6:30 p.m.) **Blue Ridge (TBD, 3– 6:30 p.m.)**
- Hampton Roads (TBD, 3– 6:30 p.m.)**

For planning purposes, select TWO roundtable topics (you will not be held to these choices)

- Financial Management Financing and the Credit Crunch Staffing for Now and the Future Business Development

Payment method: Check enclosed VISA MasterCard American Express

Name on card: _____

Card number: _____ **Exp. date:** _____

Signature: _____ **Security code:** _____

Questions? Contact Jim Walker at jwalker@aiaa.org or (804) 237-1777. Fax the completed form to (804) 643-4607.