



## Listen to What Owners Really Need

*Learn how CM's can bring more value in 2015 and beyond.*

Owners and Construction Managers must be in clear, close communication in order for CM's to provide real value. But the industry is shifting underfoot. There are major changes underway in delivery methods, relationships with designers and builders, funding cuts while the need for services expands, and an industry-wide pull for reduction of wasted time and dollars. Old school doesn't work. So what's "new school"?

One key to a powerful personal or business relationship is listening to what the other person really needs and then responding to fill that need. In this fast-paced workshop, a distinguished panel of owners from SANDAG, the Airport and the Water Authority - true leaders in our region - will tell us just that. And if they get shy, our facilitator, Dan Fauchier, will coax it out of them. This is a DON'T MISS event to inform the 2015 planning you and your firm or agency will be doing this Fall.

### Moderator:

Dan Fauchier, CMF - The ReAlignment Group

### Panel Members:

Iraj Ghaemi, P.E., *Director Facilities Development*  
San Diego County Regional Airport Authority

Mike Kenny, *Principal Construction Manager*  
San Diego County Water Authority

Jim Linthicum, *Director of Mobility Management and Project Implementation*  
SANDAG

### Seminar

**Thursday**  
**September 4, 2014**  
**8:00 - 10:30 am**

**8:00 am**  
Registration &  
Continental Breakfast

**8:30 - 10:30 am**  
Seminar

### Location:

Mission Valley Marriott  
8757 Rio San Diego Drive  
San Diego, California  
619-692-3800  
Self parking: \$6/car

### Cost:

\$55/person CMAA Members  
\$85/person Non-Members

**On-line registration /**  
**pay by credit card at**  
**[www.cmaa-sd.org](http://www.cmaa-sd.org)**

### Registration Form

### September 4

### Design-Build Seminar

NAME _____	<input type="checkbox"/> CMAA Member \$55/person	<input type="checkbox"/> Non-Member \$85/person
TITLE _____	<input type="checkbox"/> Check Enclosed	<input type="checkbox"/> AMEX <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa
COMPANY _____	Amount to Charge \$ _____	
ADDRESS _____	Card Number _____	
CITY, STATE, ZIP _____	Name on Card _____	
( ) _____	Exp. Date _____ / _____	
TELEPHONE _____		
E-MAIL ADDRESS _____	Please make checks payable to: CMAA San Diego Chapter Mail to: PO Box 41202, Long Beach, CA 90853	

### Information [www.cmaa-sd.org](http://www.cmaa-sd.org)

Call 562-434-8409  
FAX 562-296-9708  
Mail CMAA San Diego Regional Chapter  
PO Box 41202, Long Beach, CA 90853  
E-Mail [cmaasd@cmmaa-sd.org](mailto:cmaasd@cmmaa-sd.org)

### Registration

- Student Rates available - contact [ashley.brigmon@tylin.com](mailto:ashley.brigmon@tylin.com)
- Payment must accompany registration.
- *Walk-in fee:* additional \$15 per person
- Cancellations must be made in writing 48 hours prior to event to [cmaasd@cmmaa-sd.org](mailto:cmaasd@cmmaa-sd.org)
- No-shows and cancellations made after this deadline will be invoiced.
- Please pre-register no later than 12:00 noon the day prior to the event.
- Registration is non-transferable, please send a substitute if you are unable to attend.