

# PROFESSIONAL DEVELOPMENT WORKSHOP

## BUSINESS DEVELOPMENT BEST PRACTICES



MAY 15TH, 2019 | NOON - 1:30 PM

Registration at 11:30AM



MEMBERS: \$35 | NON-MEMBERS: \$50



ALOFT AT TAPESTRY PARK | 4812 W DEER LAKE DR, JACKSONVILLE, FL 32246



This workshop will provide you with successful business development practices for your professional services firm.

SPEAKER

## CANTRECE JONES



President | Acuity Design Group (ADG)

Cantrece's greatest strengths are her creativity, drive and leadership. She thrives on challenges, particularly those that expand the company's reach. Her firm, Acuity Design Group has been an integral part of several projects in Northeast Florida. Her most recent project involves a strategic partnership with a large construction company to expand ADG's core services to the fast-growing federal market.

SPEAKER

## ALLAN IOSUE



Director of Business Development | Haskell

Allan Iosue is the Director of Business Development and Marketing in Haskell's Infrastructure & Transportation Group. Iosue brings 20 years of experience in the AEC industry with a focus on local, state and federal agencies as well as private development and education facilities. Iosue is active in many community and professional organizations including the Jacksonville Chamber of Commerce, Urban Land Institute, ASHE, and FES/ACEC. Currently he is the Vice-Chair for DBIA Northeast Florida and also serves as Chair for the Context Sensitive Streets Standards Committee for the City of Jacksonville.