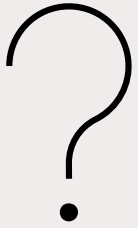


# Building a Better Proposal: How Worldclass Architects Get Clients to Say Yes

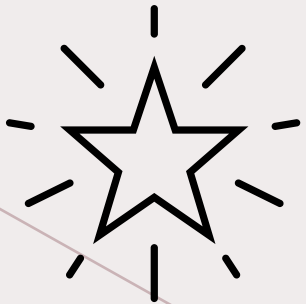
*SPEAKER:*  
DOUGLAS TEIGER, FAIA  
FOUNDER  
TEIGER CONSULTING



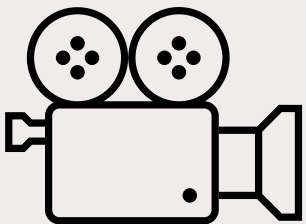
Cultivate a positive learning environment



Please use the Q&A function to ask questions for today's presenter





This session qualifies for 1 AIA LU – AIA CA will submit for you



A recording of this presentation will be made available on our website soon

# LEARNING OBJECTIVES

	Define types of proposals and identify what is included in a proposal
	Analyze the difference between proposals and contracts
	Develop a well-defined Terms and Conditions Exhibit
	Illustrate the benefits of using the AIA Agreements
	Identify why you should link your proposal to your project setup

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Attendees will earn 1 AIA LU for attending this presentation live.  
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*PRESENTER*

**DOUGLAS TEIGER, FAIA**

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