

## A/E/C Marketing Fundamentals: Your Keys to Success

Julie Huval, Holly R. Bolton, Ronald D. Worth



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#### ABOUT SMPS

The Society for Marketing Professional Services is the only marketing organization dedicated to creating business opportunities in the A/E/C industry. SMPS represents a dynamic network of 6,000+ marketing and business development professionals working to secure profitable business relationships for their design and building companies. The Society and its chapters benefit from the support of 3,500 firms, encompassing 80% of the Engineering News-Record Top 500 Design Firms and Top 400 Contractors.

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