



**Register Now!**

**WHEN: February 28 –  
March 3, 2018**



**Elevate your Education!**

**Regions 3, 7 & 9 Joint Forum and International  
Transportation Symposium**

**WHERE: 38th Floor Pinnacle Club at Grand Hyatt  
in Downtown Denver, CO**

Special room rates at \$179/night. Must register before **Feb 1**: <https://aws.passkey.com/go/rightofway>

Wednesday, Feb 28: .....Chapter 6 Luncheon (all are welcome!) – Speaker: Carol Brooks, SR/WA, “How to Stay Cool in the Heat of Conflict” 1 hour CEU

Workshop: Speaker: Carol Brooks, SR/WA, “What I Should Have Said, But Didn’t”, 4-hours CEUs

Thursday, Mar 1:.....Course 225 – Social Ecology, 8-hours CEUs:

Evening Social: Young Professional hosted Happy Hour

Friday, Mar 2: ..... International Transportation Symposium OR Mock Eminent Domain Trial for Pipeline Easement, 8-hours CEUs

Evening Social: Casino night fund raiser for RWIEF

Saturday, Mar 3: .....Joint Spring Forum & Individual Region Forums

Saturday Night Social – Escape Room & Happy Hour

Register online: <https://squareup.com/store/irwa-region-9>

Or see end of flier for mail-in registration



**EVENT SPONSOR**

**PLATINUM SPONSORS**



**GOLD SPONSORS**



**SILVER SPONSORS**



**BRONZE SPONSORS**

### **11:00 a.m. Chapter 6 Luncheon “How to Stay Cool in the Heat of Conflict”, 1-hr CEU**

Have you often wondered why you keep holding on to a position during a heated conversation, knowing that if you could just let it go, things would turn out better? Given a choice, we'd all avoid conflict at all cost, but real life doesn't bend that way. So how can we come out of conflict more intuitive than when we first got into it?

We've heard that conflict is a way of life, but a healthy attitude toward this foe can help us maintain our cool and personally benefit from the sometimes-awkward conflict experience. We'll explore the importance of “falling out of love” with our position by taking a step back, building enough breathing space to keep cool-headed. The result: Dealing with conflict through the power of intention. Attendees will learn the merits of “peeling the onion” for an introspective analysis of the superficial and root causes of conflict. And how to “detach” from the struggle and “attach” ourselves to the right approach that meets the needs, interest and concerns of the other person.

### **1:00 p.m. “What I Should Have Said, But Didn't--Effective Communication Skills and Negotiations Success” 4-hour CEU workshop**

Have you ever walked away from a meeting with a property owner, wishing you could have said something that would have changed the direction of the negotiations, or remembered something you could have said to better address the owner's needs and concerns? Effective communication doesn't start at the meeting, but through discovery during preparation before meeting with the property owner.

This 4-hour, highly interactive workshop will steer attendees to evaluate themselves in the negotiation process by proactively recognizing their own patterns of behavior and identifying potential shortcomings even before meeting with the owner. Layered atop basic communications skills of listening, questioning, empathy and patience is a simple process of See-Adjust-Measure, which helps the agent to keep an outwardly facing strategy based upon a common goal, common interest and common responsibility, and by being open, curious and aware of the owner's needs throughout the negotiation process. The targeted outcome of an outwardly facing strategy is an instinctive and natural flow of trust, understanding, and communication that binds a strong partnership, ensuring win-win results.

**Carol Brooks, SR/WA**, is the Owner of Cornerstone Management Skills, and internationally recognized and award-winning author and trainer. She is a Certified CLIMB Lead Instructor with the IRWA. She is the recipient of the Louise L. & Y. T. Lum Award for distinguished contribution to education for the right of way profession. Ms. Brooks is also the VEIT Instructor (online video training) for C213 and C100. She authored the course manual for C100 for both the VEIT and classroom editions. She is the Vice Chair of the Partnership for Infrastructure Professional Education, an effort to enhance course curriculum and instructor development for a worldwide audience. With over fifteen-years' experience in public utilities and local public agencies, her expertise includes easement and land acquisition, negotiation, easement valuation, permitting, easement law, project management, and eminent domain support. Carol received the IRWA's Mark A. Green Award for Journalistic Excellence and Outstanding Contribution to Right of Way for publication of four articles entitled, “The Art of Successful Negotiations.” She has served on the Editorial Board for Right of Way Magazine for ten years. She authored a standing column entitled, “Back to Basics” in Right of Way for 4-years and was rated #1 by a membership survey. She is currently a contributing author for ROW Magazine's teambuilding column.



# Program

Thursday, March 1, 2018



**7:00 a.m. Breakfast**

**8:00 a.m. IRWA Course 225 – Social Ecology – 8-hours CEUs**

## **Course Description:**

As any ROW professional will tell you, creating positive community engagement and impact is vital to the success of any ROW project. But they will also tell you that this is much easier said than done! This course will provide you with those vital leading-edge skills to approach community engagement from a unique cultural awareness perspective- putting community first, at the front-end of the project, by actively listening to and engaging with the very people that will be impacted by the project. This session is jam packed with essential information on how to create authentic community engagement, how to discover human patterns that organically exist in the community, develop solutions to mitigate impact, and how to honestly listen to the people in the community- in their own environment- where life organically happens. With this new knowledge gained, infrastructure- based companies will be able to incorporate community needs into the acquisition process. This course is ideal for infrastructure professionals, any ROW professional involved in program management, consulting, or project communications/negotiations, as well as anyone interested in learning this highly valued and in-demand skill set.

## **Course Objectives:**

Through this course, you will:

- Learn how to sharpen your observation skills to notice community in action and human behavior patterns.
- Understand the influence of informal networks and learn how to interact with these networks to create opportunities for engagement.
- Learn how human geography affects the community and therefore your project.
- Recognize how to identify gathering places and why they are critical to project success.
- Become acquainted with informal network characters, such as natural communicators, in order to develop effective communication methods.
- Be able to identify citizen issues and address them in project design and implementation.
- Learn how to develop issue management strategies for aligning company and community interests in order to reduce social risk for your project.

## **Instructor:**

**Kevin Preister** is an anthropologist from the University of California at Davis who lives in Ashland, Oregon. For 15 years, Kevin was a social ecology instructor for the Bureau of Land Management's National Training Center in Phoenix, conducting training workshops in rural towns across the West and promoting community-based solutions to natural resource issues. Through James Kent Associates he had numerous contracts to troubleshoot BLM and Forest Service projects using an Issue Management approach. He has also worked for corporations in many locations, helping them to understand and work with communities better, including commercial and residential development, power line corridors, highways and mining. He routinely works for local governments, a variety of federal agencies, and nonprofit organizations on natural resource issues, responsive governance, poverty reduction and urban redevelopment.

**12:00 p.m. Lunch**

**1:00 p.m. IRWA Course 225 – Social Ecology continues**

# Program

Friday, March 2, 2018



- 7:00 a.m.**            **Breakfast**
- 8:00 a.m.**            **Welcome & Keynote Speaker**
- 9:00 a.m.**            **Choose from either 8-hours CEUs:**
- ITC Presentations and Round Tables – TBD**
- Eminent Domain Mock Trial for Easement**
- 12:00 p.m.**          **Lunch**
- 1:00 p.m.**            **ITC and Mock Trial continue**

## **Eminent Domain Mock Trial for Easement**

Through observation and hands-on participation, attendees will gain an insider's perspective on general court room procedure and substantive legal issues commonly raised in today's condemnation trials using real-world valuation problems. Serving as mock jurors, participants will gain a better understanding of the legal mechanism by which condemnation valuation disputes are presented, defended, and ultimately decided at trial.

Experienced eminent domain counsel, appraisers, and other right of way professionals will present this entertaining and educational trial drama of a contested easement acquisition for an underground fuel pipeline.

More information soon!



## Program

Friday, March 2, 2018 –

### ITC Symposium Presentations and Round Tables

**more information soon**

## **We are seeking presentations for the 2018 International Transportation Symposium on March 2<sup>nd</sup>**

To submit your topic for presenting at the ITC Symposium on Friday, March 2<sup>nd</sup>, please submit the following to [feaston@f-w.com](mailto:feaston@f-w.com).

- Name & Contact information
- Title of the Presentation
- Brief Description
- Presenter's name and credentials
- Time required for this presentation

Topics must be Transportation or Right-of-Way acquisition oriented.

The International Transportation Committee (ITC), Region 3, Region 7, Region 9, and Chapter 6 are combining efforts to present the 3<sup>rd</sup> annual ITC Symposium in Denver, CO.

### **Who We Are**

The International Right of Way Association is a professional member organization comprised of global infrastructure real estate practitioners. Since its inception as a not-for-profit association in 1934, IRWA has served professionals who acquire, manage and transfer the land rights needed for building and maintaining energy and transportation infrastructure.

Recognized for their high ethical standards, commitment to integrity and professional excellence, IRWA's nearly 10,000 members hail from over 15 countries around the world. They are united by their profession and their commitment to pursuing training and professional development.

### **Our Purpose**

We improve people's quality of life through infrastructure development.

### **Our Mission**

We empower professionals by elevating ethics, learning, and a standard of excellence within the global infrastructure real estate community and the annual education conference.

### **The IRWA International Transportation Committee:**

The mission of the International Transportation Committee is to provide advice and assistance to the Association on matters related to the acquisition, use, management or disposal of rights of way for transportation. It shall examine and monitor legislation or changes in legislation affecting methods or practices pertaining to transportation right of way. It shall cooperate with the International Liaison Committee on all interagency or legislative activities and shall keep other industry committees informed.

# Program

**Saturday, March 3, 2018**

**Note: 8-hours CEUs**

**7:00 a.m. Breakfast**

**8:00 a.m. Breakout to Individual Regional Forums**

Agenda coming soon –rest assured that your planning committee is working hard to make this a fun, educational, and interactive forum!

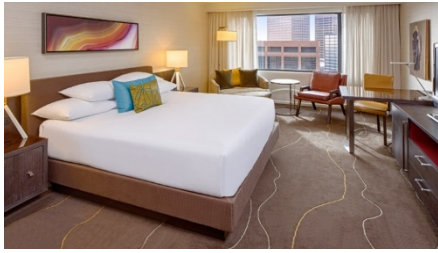
**12:00 p.m. Lunch**

**1:00 p.m. Combined Forum**

Agenda coming soon –likely to include:

- Region Professional of the Year Award Presentations!
- International Secretary Candidates!
- Info about the 2018 Annual Conference in Edmonton!

# Venue and Ground Transportation details



## Grand Hyatt Downtown Denver

1750 Welton Street, Denver CO

Special room rates at \$179/night. Must register before **Feb 1**:

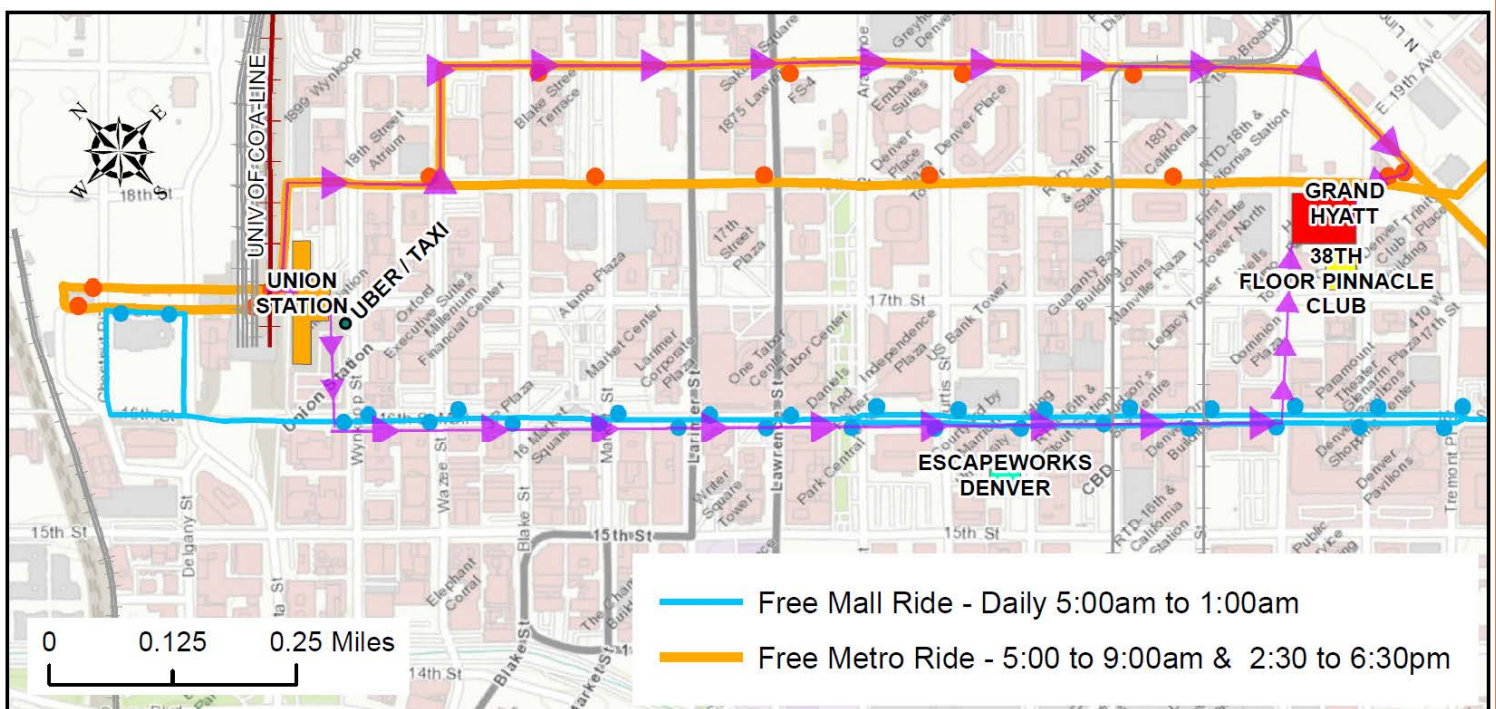
<https://aws.passkey.com/go/rightofway>

We know there are many hotel options in Denver, we greatly appreciate you helping us keep event costs down by **booking in the host hotel!**

More info on the hotel: <https://denver.grand.hyatt.com/>

Suggested ground transportation from Denver International Airport:

- Super shuttle, Taxi, or Uber: \$30 to \$80
- Take RTD University of Colorado A Line:
  - From baggage claim, follow signs to the Transit Center and proceed to the south exit on level 5 (look for the large American flag), exit the terminal through the sliding glass doors and take the escalator located in the center of the plaza down to level 1.
  - Exit train at Union Station and cross through the station's great hall, if you have time, enjoy our award-winning historic transit hub's food, drinks, and shopping!
  - You can then choose from:
    - Take a short Uber or taxi ride for about \$7
    - During rush hour, take the Free Metro Ride and walk a block from the Broadway & 18<sup>th</sup> stop
    - Take the Free Mall Ride and walk 1.5 blocks from the Welton stop





# CALL FOR SPONSORS!

## BE RECOGNIZED!

Sponsorship promotional opportunities are still available, these include your logo on:

- Posters at front of meeting rooms (classes, seminars, and forum)
- At registration desk
- On screens when not in use
- Front page of program handouts
- Mention at introduction

Logo size is based on sponsorship level. Payment can be made by credit card following links below or by sending check payable to IRWA Region 9 to:

IRWA Region 9  
c/o Paige Gardiner  
660 West 700 South  
Woods Cross, UT 84087

## Exclusive Event Sponsor \$TBD

Our event organizers will work with you on specific methods of sponsorship recognition, modifications to event planning per your request (such as additional drink tickets at social function), and ensure that you are highly recognized for your unique contribution to our event! Only one Exclusive Sponsorship is available.

### **Platinum,** \$3000

<https://squareup.com/store/irwa-region-9/item/platinum-1>

Platinum sponsor will also be featured on name badges

Platinum sponsor logo will be featured on Friday night drink tickets

### **Gold,** \$1000

<https://squareup.com/store/irwa-region-9/item/gold-1>

Includes special recognition to be coordinated with event organizers for one event or meal.

### **Silver,** \$300

<https://squareup.com/store/irwa-region-9/item/silver-1>

### **Bronze,** \$100

<https://squareup.com/store/irwa-region-9/item/bronze-sponsor>

We also would welcome any promotional items with your logo you'd be willing to donate for attendees' bags or drawing prizes. Value of non-logo items can be applied as discount to above fees.

### **Exhibitor,** \$500

<https://squareup.com/store/irwa-region-9/item/exhibitor-1>

Includes table in lobby area of the event area, near where attendees will be served break snacks, drinks, and buffet service for meals\*

Table and chair provided, any additional furniture, power, and internet connections can be provided by hotel and must be negotiated directly with Hyatt.

\*you may exhibit anytime Wednesday through Saturday, at your discretion, the bulk of attendees will be on Friday, March 2<sup>nd</sup>.

Meals will be provided to one exhibitor staff on Friday, additional meals can be purchased at cost per person.



2018 Joint Forum & ITC Symposium  
February 1 to March 3, 2018  
IRWA **Member** Registration Form

Name: \_\_\_\_\_ IRWA Member # \_\_\_\_\_

Employer: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email Address: \_\_\_\_\_ Phone: \_\_\_\_\_

All rates below are for **IRWA members** registering on or before **February 7 (save \$50!)**,

\_\_\_\_\_ **\$550 ...Education Registration (all)** – includes all daytime fees Wed-Sat  
Choose One: ITC Symposium / Mock Trial

\_\_\_\_\_ \$60.....Friday night social – Casino Fund Raiser for RWIEF

\_\_\_\_\_ \$30.....Saturday night social – Escape Room and Happy Hour

Interested in companion registration options for meals? inquire to: [feaston@f-w.com](mailto:feaston@f-w.com)

**a la carte registration options**

\_\_\_\_\_ \$140.....Wednesday luncheon and 4-hour workshop

\_\_\_\_\_ Thursday Course 225: register & pay \$265 online at [irwaonline.org](http://irwaonline.org):

[https://www.irwaonline.org/eweb/ProfilePage.aspx?WebCode=CSCEventInfoSC&evt\\_key=a4d14b35-64bf-4f5f-b582-24e0fc1d4ae5](https://www.irwaonline.org/eweb/ProfilePage.aspx?WebCode=CSCEventInfoSC&evt_key=a4d14b35-64bf-4f5f-b582-24e0fc1d4ae5)

\_\_\_\_\_ \$265.....Friday - Choose One: ITC Symposium / Mock Trial

\_\_\_\_\_ \$150 ....Saturday Joint Forum - Region 3 members need not include, as fee is covered by Region 3

**\$50.....Venue surcharge if registering after **February 7, 2018****

**Total registration fees:** \_\_\_\_\_

You may pay by credit card and register online: <https://squareup.com/store/irwa-region-9/>

If paying by Check, Send registration form to [feaston@f-w.com](mailto:feaston@f-w.com) and mail Check to

IRWA Region 9  
c/o Paige Gardiner  
660 West 700 South  
Woods Cross, UT 84087



# 2018 Joint Forum & ITC Symposium February 1 to March 3, 2018

## Non-member Registration Form

Name: \_\_\_\_\_

Employer: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email Address: \_\_\_\_\_ Phone: \_\_\_\_\_

All rates below are for **non-members** registering on or before **February 7 (save \$50!).**

\_\_\_\_\_ **\$625 ...Education Registration (all)** – includes all daytime fees Wed-Sat  
Choose One: ITC Symposium / Mock Trial

\_\_\_\_\_ \$60.....Friday night social – Casino Fund Raiser for RWIEF

\_\_\_\_\_ \$30.....Saturday night social – Escape Room and Happy Hour

Interested in companion registration options for meals? inquire to: [feaston@f-w.com](mailto:feaston@f-w.com)

### **a la carte registration options**

\_\_\_\_\_ \$165 .....Wednesday luncheon and 4-hour workshop

\_\_\_\_\_ Thursday Course 225: register & pay online at [irwaonline.org](http://irwaonline.org):

[https://www.irwaonline.org/eweb/ProfilePage.aspx?WebCode=CSCEventInfoSC&evt\\_key=a4d14b35-64bf-4f5f-b582-24e0fc1d4ae5](https://www.irwaonline.org/eweb/ProfilePage.aspx?WebCode=CSCEventInfoSC&evt_key=a4d14b35-64bf-4f5f-b582-24e0fc1d4ae5)

\_\_\_\_\_ \$315 .....Friday - Choose One: ITC Symposium / Mock Trial

\_\_\_\_\_ \$150 ....Saturday Joint Forum

\_\_\_\_\_ \$50.....Venue surcharge if registering after **February 7, 2018**

**Total registration fees:** \_\_\_\_\_

You may pay by credit card and register online: <https://squareup.com/store/irwa-region-9/>

If paying by Check, Send registration form to [feaston@f-w.com](mailto:feaston@f-w.com) and mail Check to

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