

Notes from the Battle Zone

**Useful Information
and
Tactics for Attaining
a**

**Practice Act
for Structural Engineering**

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The Reason

- To fulfill our ethical obligation to safeguard and hold paramount the health, safety and welfare of the general public.

The Foundation

- **Education**
 - Public: What structural engineers are and do.
 - Engineers: What structural engineers are and do.
 - You won't be a leader if you're happy being a follower.
- **Inspire**
 - We don't have to take only what we're given.
- **Believe**
 - Change can happen!

The Vision

- *We don't want to count the bodies!*
- We don't want to dig through the rubble to find women, children and men.
- A catastrophe is preventable.

The Strategy

- **Global Strategy**
 - The biggest possible picture
- **Local Strategy**
 - Dealing with treachery and deceit.
 - Dealing with the unexpected.
 - Being prepared for all contingencies.

Making The Case

- **Do you have a history of 'problems'.**
 - **Schools**
 - **Fire Station**
 - **Strip Mall**
 - **Etc.....**

The Most Important Question You'll Ask:

- "Do you know the credentials of the professional engineers that designed your school, church, mall, office, or grocery store?"

The Most Important Question You'll Be Asked:

- "Does it matter?"

The Legislature

"We're proposing this Bill on it's own merits - because it's the right thing to do."

"We don't pass Bills based on their merits or principle. Right has nothing to do with the decisions that are made."

The Most Important Considerations:

- **Does it cost anyone?**
 - The State (Administration, Enforcement...etc.)
 - Their Constituents (Increased construction costs)
- **Does it restrain/restrict any business?**
 - Will it adversely affect existing businesses?

If the answer is yes you're in for a fight.

- **Will it make me look good?**

The Bill

- **Shoot for the Stars!**

(The Bill will get whittled down – give 'them' something to chew on.)

- Ask for **EVERYTHING** you would want as if it was a perfect world – yes everything!
- What do you want in the Bill?
- Offer no apologies.

The Transition Clause is '*THE*' most important thing!

- Open the door wide
 - Less fighting
 - Less opposition
 - More want-to-be's
 - Easier to pass Bill
- Restrict Access
 - A lot of fighting
 - More Opposition
 - Less want-to-be's
 - More difficult to pass Bill

Do not underestimate the importance of the Transition Clause. This topic requires substantial consideration.

The Truth

Trust No One!

- You only know what you know – and a lot of what you think you know is wrong.
 - I believe....
 - I heard.....
 - I feel.....
 - I think.....
- Ask a lot of questions from a variety of people. No single person is going to have all the correct answers.

The Negotiations

- The single best way to kill your Bill is to hold a hard line.
- The single best way to get your Bill passed is to be willing to give and take a little.

The Players on the Field

- NSPE
- Contractors (Costs)
- Residential
 - (Lot's of clout)
- Bridges (Specialized)
- Individual engineers
- NCSEA
- ASCE / SEI
- ACEC?
- AIA
 - (Handled correctly)
- Building Officials
- DOPL
- PTA

The Support – have you got it?

Support looks like this:

“I fully and completely support as it is written”

Non-support looks like this:

“I support but suggest the following changes:”

“I agree with in principle but would request...”

The Dirty Ugly Part of the Political Process

If you want to win you're going to have to stand up where everyone can take pot-shots at you. Do not keep a low (safe) profile and 'see what happens'.

It's a war:

- Go in prepared.
- Wave your banner (cause) proudly.
- Rally the troops.
- **When the battle is raging and verbal bullets are flying –**

SHOOT BACK!