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Architect's Essentials

of Ownership Transition

- Proven strategies for all critical transition issues, including candidate selection criteria, leadership needs, valuation, and transfer mechanisms
- Best techniques for establishing the value of your firm for different transfer options

Peter Piven
with **William Mandel**

Architects Essentials Of Ownership Transition

Jean R. Valence



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The Architect's Handbook of Professional Practice American Institute of Architects, 2011-09-26 Architects must be proficient in a variety of business practices to contribute to manage or launch a successful firm They are responsible for the same kind of legal financial marketing management and administrative activities as any other professional Within these broad categories however there are many details including professional standards and documents that are unique to the profession of architecture *Architect's Essentials of Starting a Design Firm* Peter Piven, Bradford Perkins, 2003 Coverage addresses all aspects of getting started from preliminary analysis of personal skills and resources preceding a startup including creating a business plan and evaluating initial costs to business and marketing strategies to keep your firm going *Architect's Essentials of Winning Proposals* Frank A.

Stasiowski, 2003-10-07 The Architect's Essentials of Professional Practice Series provides substantive information on the business of architecture and its affiliated professions to maintain and improve the quality of the professional and business environment Architects and designers are usually required to prepare and submit proposals in order to secure new business and the success of these proposals has a direct impact on the success or failure of any given firm Architectural firms spend an average of 000s preparing proposals This guide offers full coverage of how to create a proposal that will get the job Looks at how to personalise proposals as well as effectively targetting it to maximise success rates **Architect's Essentials of Starting, Assessing and Transitioning a Design Firm** Peter Piven, Bradford Perkins, 2003-11-20 Written by two leading experts in the field this essential volume offers a step by step guide to understanding and evaluating the goals risks and the rewards of starting a firm Covers the basics of firm organisation personnel requirements legal considerations fee setting

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look at what worked what didn't and what they wish they had thought of The transition of leadership in an independent non public professional service business can be emotional and difficult for everyone This book gives you a framework for smoothing the process and driving the best possible future of the business Consider the complexities of succession and transition Balance conflicting dynamics of outgoing and incoming leadership Plan for operational financial and emotional obstacles Develop and execute a winning strategy for long term success The transition from founder to successor is far from an academic exercise and is not linear Answers are hard to find and the ebb and flow of the process requires patience creativity and willingness to try again Success and Succession provides a unique strategy for success from the perspective of incoming leadership

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