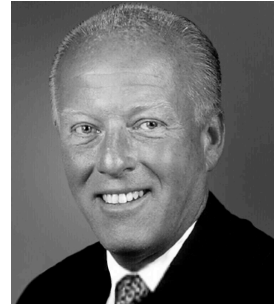


## Frank Stasiowski FAIA

Frank is founder and president of PSMJ Resources, Inc. He also publishes *Professional Services Management Journal*, a newsletter specifically for the design professions. He is the producer of METALCON International trade show. He is a regular speaker at prestigious industry events such as the American Institute of Architects National Convention and the American Consulting Engineers Council.



Frank speaks to and consults with design firms in the United States, Canada and Australia on a regular basis, on such topics as Negotiating, Proposal writing, Presentation strategies, Marketing design services, Client driven selling, Client service, Strategic planning and Ownership transition.

Prior to forming PSMJ Resources, Inc. Frank was the General Manager for King & King Architects, Syracuse, NY. His redesign of the firm's financial package led to a profile in *Business Week* and his first invitation to speak at the 1977 American Institute of Architects National Convention. While at King & King, Frank helped to create a computer directory and seminar program for the architectural/design fields that would be the basis for A/E/C SYSTEMS show, which he and his partners launched in 1980.

Frank has over 25 years of experience in providing valuable information to the building and design industries. His in-depth knowledge of the worlds of architecture/design, construction and business has created the foundation on which PSMJ Resources, Inc. is built. He is the author of eight best-selling books on management, and the creator of nearly 100 education programs and many successful trade shows.

Frank holds a BA in Fine Arts and a BA in Architecture from the Rhode Island School of Design and an MBA from Bryant College.