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**AIAA Hampton Roads Section**  
**P.O. BOX 7392**  
**Hampton, Virginia 23666**



Hampton Roads Section

**The AIAA Hampton Roads Section  
 and the Eastern Virginia Section of  
 the ASME jointly invites you to  
 attend a dinner program on**



## **Starting a Business as a Professional Engineer**

*by Kevin Kokal, Founder, Alliance Engineering, Inc.*

**WHERE:** Golden Palace, 2234 Cunningham Dr., Hampton, VA

**WHEN:** May 17, 2006  
 6:00 PM Social, 6:30 PM Chinese Buffet & Program

**COST:** \$15

***So you want to start an engineering company?  
 First, let's get a few things straight!***

This presentation will explore the good, the bad and the ugly of starting your own consulting engineering business. Where do you start? What is a business plan? What about marketing? Do I hire first then get the work, or vice-versa? Do I need a lawyer? Accountant? Psychiatrist? Hear real life stories of nightmares, crucial successes and great satisfaction. Understand the importance of obtaining YOUR professional engineering (PE) license and why it is important to have PE staff.

Mr. Kevin Kokal graduated from West Virginia University in 1982 with a Bachelor of Science degree in Civil Engineering. He received his PE license in 1986. In 1989 he and two partners formed Alliance Engineering, Inc., a multi-discipline design firm providing structural, mechanical, electrical and chemical engineering services to manufacturing, industrial and government clients. Mr. Kokal has guided Alliance from a start-up company of three employees to today's company of 65 plus employees, with locations in Richmond, Newport News, and Baltimore. Alliance was recognized four years in a row as one of the 25 fastest growing companies in Richmond and one of the Fast 50 companies in the state of Virginia.

**Reservations are requested by Friday, May 12, 2006.**

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