

Small Firm Exchange All Call Summary 03.2024

AIA Member group



Starting a Firm

03.14.24 Brief Intro to the AIA Trust:

“The best kept secret at the AIA” and how members can access the many resources available for starting/running architecture firms.

Guest: *Elizabeth Wolverton – Executive Director AIA Trust*

Maintaining the humanity of design resides with small firms

– Dana Ellis, AIA SFX Chair

Links/Resources

Recommendations from the SFX

[The Architect's Guide to Small Firm Management](#) -

[The EMyth Architect](#)

[Managing by the Numbers](#)

[Art's Principles](#)

[Law for Architects](#)

[Who](#)

[The Pumpkin Plan](#)

[Duct Tape Marketing](#)

[Profit First](#)

[Radical Candor](#)

Resources from AIA Trust

[Start + Run Your Own Firm](#)

[Tips for Launching a Successful New Practice](#)

[Starting a Successful Practice](#)

[Running a Firm](#)

SFX Spotlight

[Dana Ellis, AIA Shares her Journey to Opening her Firm](#)

[Bart Shaw, FAIA Shares his Journey to Opening an Award Winning Practice](#)

Upcoming All Calls

04.11.24 *firm development*

05.09.24 *YAF*

06.13.24 *A'24*