
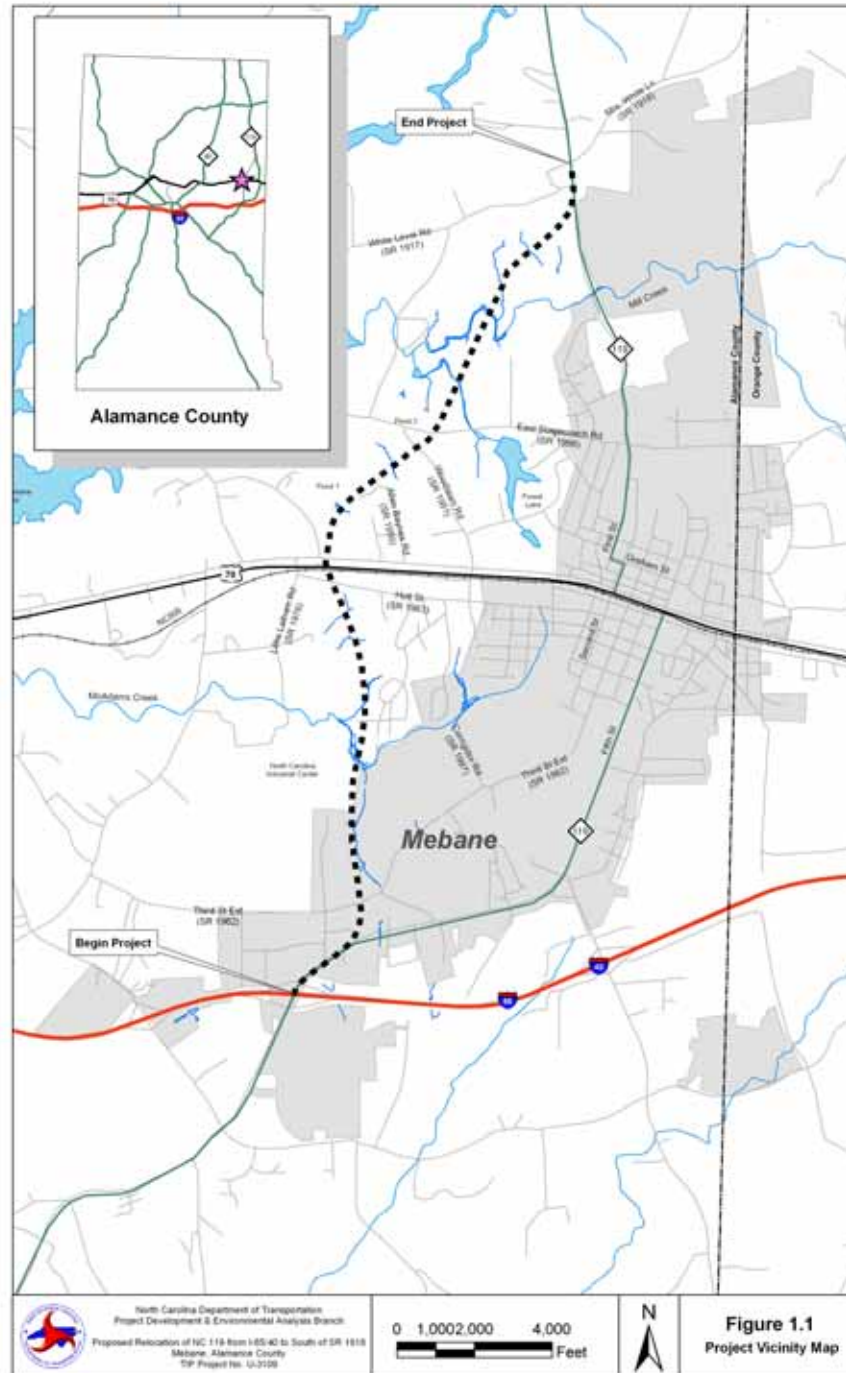


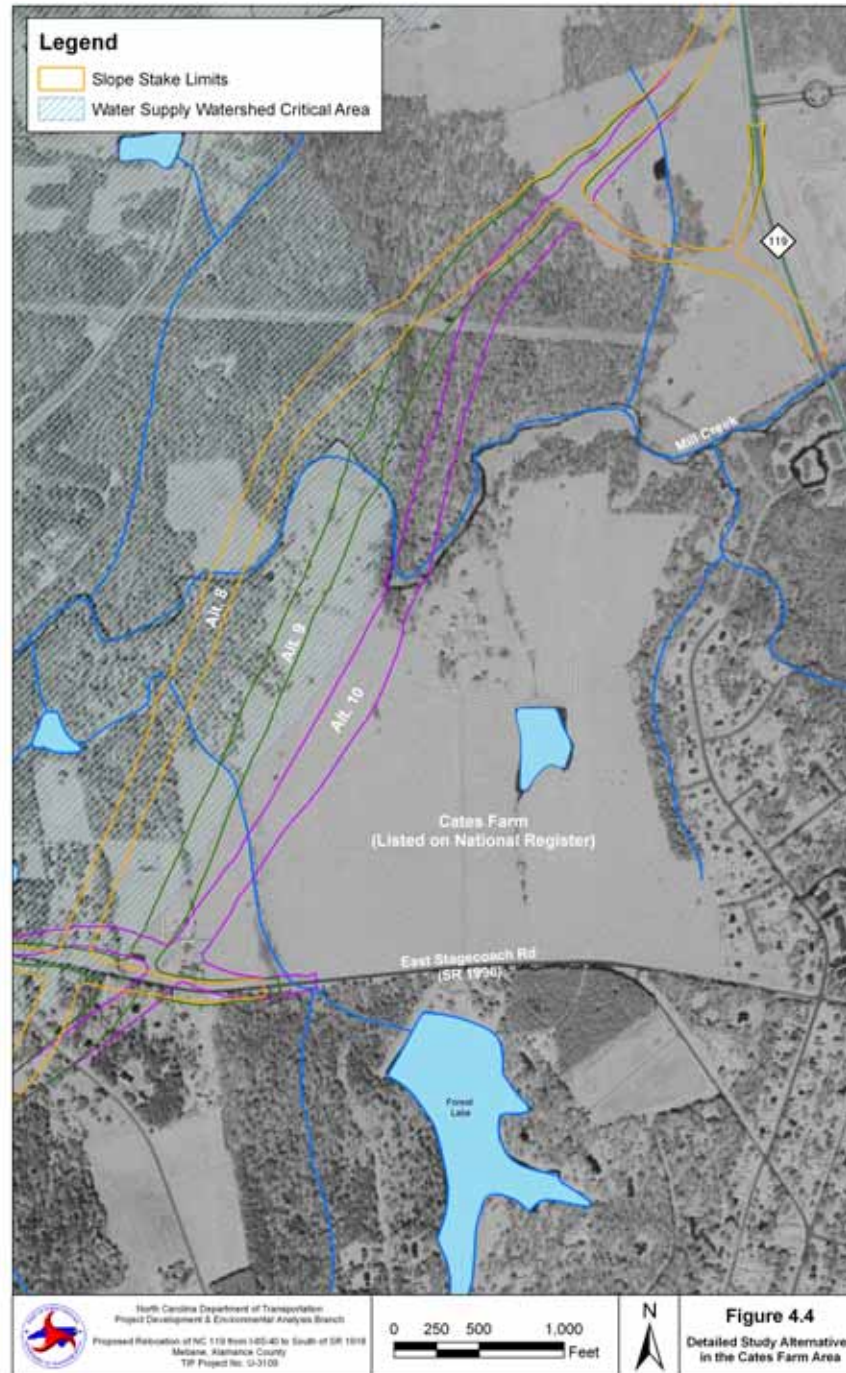
Merger Team Concurrence

Mebane NC 119 Example

Jim Buck, PE
Baker Engineering







Lessons Learned

- Be prepared
 - Make sure you have the right people in the room to address all resource concerns (e.g., archaeologist, biologist)
 - Clear presentation (handouts/maps/visuals if necessary)
- Don't make assumptions about what the agencies want – let them explain
 - Seek first to understand, then be understood (Covey)
 - Once you have listened, speak up and articulate your position
- Communication is key – make sure everyone understands the issues and all positions are presented
- Consider consequences of decisions (e.g., water quality versus historic resource)
 - Be prepared to explain why the decision was made