



Ask A CPE **(CERTIFIED PROFESSIONAL ESTIMATOR)**

by Lou Farallo, CPE
Cost Estimator - Gafcon, Inc.

A LOOK BACK AT BEING THE CERTIFICATION CHAIRMAN

As the Chairman of the Certification Committee, I have relived the experiences of obtaining my Certified Professional Estimator designation through the candidates to whom I have provided guidance over this last year. While achieving the designation as a CPE is no easy task, given the required amount of experience, knowledge and the process of obtaining the certification itself, both the personal and professional rewards achieved from obtaining the designation are tremendous. Considered to be one of the most recognized construction estimating certifications in the country, the designation as a Certified Professional Estimator from the American Society of Professional Estimators is a revered title to possess.

CONTINUED CERTIFICATION

I would also like to point out to all current CPE's that the requirements for continuing certification must be met and documented every three years in order to maintain your certification. Continuing education points may be achieved by participating locally or nationally in education seminars as an instructor, serving as an officer on the local Board of Directors or as a committee member on a special project, by reviewing the papers submitted by CPE candidates or writing an article for the newsletter, etc.

If you are interested in contributing to ASPE, maintain your certification and advancing the interest of the society, speak to a member of the Board of Directors and we will help you find a way to contribute. CPE certification does require putting forth an effort above and beyond the duties required for your profession. That's why I encourage you to be creative in finding ways to contribute that fit your interest. It is important to become involved in the cycle early on in order to ensure you have enough points for recertification before the deadline to submit your recertification package. If you are not sure about your status as a CPE, please see your certificate for the required date of recertification. The Continuing Certification Application can be found at the National ASPE website, on the Certification page. The Certification program Guide may be downloaded for your information.

MAKING THE MOST OF YOUR CERTIFICATION

I think we are all too humble when selling our services to prospective clients. Let's review what it says about a firm that has a large percentage of its estimating staff who are CPE's. First of all, it indicates to potential clients a high level of expertise in the specific discipline of estimating. The client is assured that he/she is dealing with a firm whose key employees abide by a code of professional ethics outlined in the 9 Canons of ASPE, and reinforced at the chapter level through annual dinner meetings dedicated to the subject of ethical practices. Emphasizing the difficulty of obtaining and maintaining certification, points out that CPE's are the type of professionals who go beyond the effort required to maintain their careers. A person who has obtained and maintained their certifications is somebody who stays in touch with others in the industry, participates in continuing education as an instructor and/or student, and advances professionalism and ethics throughout the construction industry.