



Negotiating Construction Subcontracts

The success and profitability of every project starts with a good contract, with reasonable terms that fairly balance the interests of all parties. But is it really possible to get such a thing? Definitely not, if you don't try! So, how do you go about it?

At this seminar, experienced construction lawyers will focus on contract provisions that are typically the most problematic for subcontractors, and provide practical tips for negotiating the best terms possible in your contract. You may not get everything you want, but you might get more than you think.

Discussion will cover:

- Scope of work / performance obligations
- Schedules, time extensions & delays
- Change Orders
- Payment Terms – pay when paid, pay if paid, prompt pay & retainage
- Indemnification - including sub-sub & supplier claims
- Insurance terms -- including additional insured, contributory language, and & waiver of subrogation
- Warranties
- Claims & dispute resolution

The approach will be interactive, as attendees work in groups to review sample terms from actual contracts, identify what's bad, and discuss ways to change them – with advice from the attorneys on what may work, without jeopardizing the deal. It's a new twist on ASM's signature Contract Negotiation series that we have offered for years.

Join us to sharpen the skills you need to get the contract you want for a successful project!

Who should attend:

Owners, CFOs and anyone with responsibility negotiating contracts for your firm

Thursday, April 13, 2017

1:00 pm – 4:00 pm

Embassy Suites Waltham
550 Winter St., Waltham, MA 02451
(off Rte. 128 / I95 at exit 27B)

PRESENTERS



**David E. Wilson, Esquire
Corwin & Corwin LLP
Woburn**



**John M. Curran, Esquire
Corwin & Corwin LLP
Woburn**

REGISTER ONLINE TODAY
at www.associatedsubs.com
or call ASM at 617-742-3412

Cost: \$75 / ASM member
\$150 / Non-member

Advance registration is required.

Refunds will be provided for cancellations received before Thursday, April 6, 2017.
All no shows will be billed.