





YOU WILL LEARN:

Module 1: The Contract Mindset

- How to look at every provision of a contract the way experienced lawyers do
- An understanding of the contract environment and how Contract Documents fit together
- To handle the risk presented by what is perhaps the most important provision in the entire contract: the Entireties Provision

Module 2: Contract Negotiation

- To get the other side to agree to changes even in so-called “take-it-or-leave-it” contracts
- Top communication and negotiation techniques to optimize your results and protect your interests while building relationships
- A simple and effective technique that most lawyers don’t even know about revising contracts to your advantage

Module 3: Contract Triage

- To spot and avoid the traps and dealbreakers that routinely cost Subcontractors hundreds of thousands of dollars
- How to protect your cashflow and optimize your right to full payment right from the outset

Module 4: Hidden Killers

- How to sidestep the hidden traps in your contract that even the most experienced professionals often miss
- What you can and can’t accept as the Standard of Care and why your decision could cost or save you six figures
- How to spot the dangers in so-called boilerplate provisions and turn them to your advantage

Module 5: Definitions

- Why this Module was the biggest “aha” moment for just about everyone in our pilot program - How definitions written by the General Contractor can determine whether you make or lose money on any given project
- How lawyers use definitions as one of their most powerful tools in writing and revising contracts...and how you can too

Module 6: Payment

- How to get paid for all the work you do each time, every time
- What to do when you’re not getting paid
- How to lower your risk and help your cashflow even in pay-if-paid and pay-when-paid contracts

Module 7: Changes in the Work

- How you can make sure to get paid for changes in the work
- Where most subcontractors lose the change order argument before it even gets started
- How to preserve your right to get paid even without a signed change order

YOU WILL LEARN:

Module 8: Warranties

- Why the warranty in your contract may not be the warranty you intend to give
- The crucial revision you must make to your warranty language if your scope includes the equipment installation
- What a warranty gap is and why you should care

Module 9: Indemnification

- To understand indemnification...finally
- To find and eliminate the dealbreakers in all that legalese
- Three simple words to add to your indemnification provision to protect your business

Module 10: Insurance and Bonding

- The crucial differences between insurance and bonding
- What sureties care about and how to get and stay bondable
- The ins and outs of all that legalese in typical insurance provisions

Module 11: Suspension and Termination

- How to protect your interests even when projects go south
- How revising the language can mean the difference between something minor and something that can significantly impact your business
- How and when to suspend work or walk away

Module 12: Dispute Resolution

- The differences between Mediation, Litigation and Arbitration
- How to figure out which kind of dispute resolution is right for you
- Small changes in the legal language that can make a big difference when it comes to protecting your organization and collecting money you've earned