

Contract Negotiation & Communication

In just 1 day, you will understand contracts better than 99% of your peers.

Construction is a tough business. Margins can be tight, standards are exacting, and the risks can be incredibly high. The contracts that govern construction match the profile of the industry, and contractors that sign them without truly understanding every facet of the agreement are walking through a minefield without a map.

In this one-day workshop, you will learn:

- Translate the legalese
- Understand the traps and terms that put their companies at risk
- Modify contracts in a way that the other side will accept
- Ensure payment, even for unsigned change orders
- Use negotiation techniques and strategies that protect companies and build relationships

PRESENTER

Eliot Wagonheim, trusted educator from *Construction Executive* with hundreds of 5-star reviews from teaching audiences in 100+ countries



"ABC members have benefited immensely from the trainings provided by Eliot Wagonheim. Eliot's online learning platform and extensive industry knowledge allows companies to master contract review and negotiation skills in-house so that even those companies who do not have or cannot afford to keep a lawyer on retainer can avoid critical mistakes."

- Brittany Chaapel

Director of Programs, ABC Greater Baltimore



WagonheimU



Who Should Attend

Every construction professional who reviews, signs and negotiates construction contracts!

COURSE DATE/ REGISTRATION

August 23, 2022

8:30 AM - 4:30 PM

Includes workshop materials

651 Danville Drive, Suite 200
Orlando, FL 32825

Individual Member \$599;
add'l registrants \$499

Individual Non-member \$799 ; add'l
registrants \$759

Register your team or group!

Additional Members save **\$100**

**Sponsorship opportunities available
for members at registration process.**

Scan the QR code or register online



Connect... Educate... Advocate

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