Pricing and Negotiating Change Orders & Claims Like a Pro
Presented by the SDC Institute

NATIONAL AWARD WINNER
Continuing Excellence in Construction Education Since 1994

Instructor: Anwar Hafeez is a nationally recognized and respected Civil Engineer and construction industry consultant who has personally supervised over $1.4 billion in major construction projects. Mr. Hafeez has also successfully negotiated and settled over $350 million in construction claims and change orders for SDC clients nationwide. His most notable projects include the San Diego Convention Center, Los Angeles Central Library, Los Angeles International Airport Expansion and Washington DC Subway System. To learn more about Mr. Hafeez please visit sdcassociates.com.

THIS SEMINAR TEACHES...
- Learn How to Win Defective Documents, Conflicts, & Omissions and Ambiguities Every Time
- Learn the Art of Pricing Change orders
- How to Negotiate Change Orders
- How to Price Inefficiency Costs:
  - Overtime / Excessive Change Orders / Learning Curve
  - Learn to Calculate the Measured Mile Method
- Insider Tips on Developing Good Negotiation skills
- How to Price Delay Costs
- Extended Field Overhead / Extended Home Office Overhead / Escalation of Labor, Materials & equipment
- Expert Pricing & Negotiating = More Profit and Cash Flow
- 2 Interactive Case Studies

SPECIALIZED SESSIONS
- How to Price Inefficiency Costs
- How to Price Delay Costs
- Learn to Calculate the Measured Mile Method

EARLY BIRD SPECIAL
Save $50

SEMINAR TIME:
8:00 am to 4:00 pm
7:30 am Registration
(Includes Lunch & Course Book)

DATES & LOCATIONS
Wednesday, July 12, 2017
Los Angeles, CA
Embassy Suite by Hilton LAX
1440 E. Imperial Avenue
El Segundo, CA 90245

Thursday, July 13, 2017
Orange County, CA
Courtyard by Marriott
John Wayne Airport
2701 Main Street
Irvine, CA 92614

Friday, July 14, 2017
San Diego, CA
Doubletree by Hilton
San Diego-Hotel Circle
1515 Hotel circle South
San Diego, CA 92108

ASPE Member Fee is $199 Reg $399
$149 if registered by 6/30/2017

Register by Mail, Fax, Phone or Internet

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Please list which Association you belong to:

SDC & Associates, Inc. | 10159 Mission Gorge Road Suite-C Santee, CA 92071
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Can't Attend? Buy a Course Book for $125. Or, Buy the Entire Webinar on Thumb Drive for $249.
Pricing & Negotiating Change Orders & Claims like A Pro

Agenda

07:30 a.m. – 08:00 a.m. - Registration
08:00 a.m. – 08:30 a.m.
I. Overview
   A. Definitions of Change Orders & Claims
   B. How to Recognize Change Orders
   C. Do Not Sign this Change Order Language

08:30 a.m. – 10:15 a.m.
II. Documentation of the Change Orders
   A. Places to Look for Change Orders
   B. Types of Change Orders
   C. Putting the Parties on Notice
   D. Making the Rules Work for You
   E. Documentation – Protect Your Own Interest
   F. Cost Coding Made Easy

10:15 a.m. – 10:30 a.m. - Break
10:30 a.m. – 11:30 a.m.
III. Pricing the Change Orders Like a Pro
   A. Don’t Fall for Time & Material Not-to-Exceed Trap
   B. Correct Follow-Up Procedures
   C. Components of a Change Order
   D. Cost Pricing Like a Pro
      a. How to Overcome Unfair Mark-Ups
      b. More Details – Not Less
      c. How to Add in Indirect Costs
   E. Dwg & Spec Conflicts – Interactive Pricing (Case Study No. 1)
   F. Detail and Install Rebar (Case Study No. 2)

11:30 a.m. – 12:30 p.m. - Lunch Break
12:30 p.m. – 01:00 p.m.
IV. Learn to Calculate Delay Costs
   A. Extended Field Overhead Costs
   B. Extended Home Office Overhead Costs
   C. Escalation – Labor/Material/Equipment

01:00 p.m. – 01:30 p.m.
V. Negotiations Dos and Don’ts
   A. 12 Traits of a Great Negotiator

01:30 p.m. – 02:30 p.m.
VI. Learn to Calculate Disruption Costs
   A. Measuring Labor Productivity
   B. Excessive Change Order Inefficiency
   C. Measured Mile Inefficiency
      a. Actual Problem Solving

02:30 p.m. – 02:45 p.m. - Break
02:45 p.m. – 04:00 p.m.
VII. Learn to Calculate Disruption Costs (Cont’d)
   A. Overtime Inefficiency
      a. Weekly and Spot Overtime
      b. Actual Problem Solving
      c. Case Law
   B. Interactive Case Study No. 3
      a. Piping Installation Changed Conditions
      b. Class Evaluation of Negotiations