

American Society of Professional Estimators Orange County Chapter 3

EDUCATION
ETHICS
STANDARDS
CERTIFICATION
FELLOWSHIP
PROFESSIONALISM



Wednesday, October 12, 2016

Networking/Social — 5:30-6:00 p.m.
Dinner & Program — 6:00 p.m.

Ayres Hotel
325 Bristol St., Costa Mesa, CA

Cost - \$45.00 if RSVP and Pay by October 10, 2016
\$50.00 if RSVP* after October 10, 2016
***RSVP no shows will be invoiced if not prepaid**

Includes: Salad, New York Cheesecake, coffee/tea
Choice of entrée: Pot Roast with Mashed Potatoes & Vegetables, Seared Ahi Fillet with Asian Stir Fry
Vegetables & Coconut Curry Sauce or Creamy Italian Risotto with Vegetables

[REGISTER HERE](#)

* If the "register here link" above does not work, go to www.aspe-oc3.org/10122016.html
This is our new website address and you can now pay on line!



"Pricing Change Orders Like a Pro"

Presented by Anwar Hafeez, President and Founder, SDC & Associates, Inc.

Mr. Hafeez is a nationally known and respected engineer and construction project manager. He has personally supervised over \$1.4 Billion of major construction projects over the past 45 years and settled over \$350 Million of Change Orders & Claims. His most notable projects include the San Diego Convention Center, Los Angeles Central Library, Radisson's Flagship Hotel, LAX Airport Expansion, Medical University for the Armed Forces, and the Washington DC Subway.

Anwar is a National Association Award winning much sought out speaker on construction claims, construction and project management, dispute resolution, and more specifically on delay and disruption claims. Mr. Hafeez is a Certified Arbitrator and Mediator. He provides expert witness work on delay and disruption claims in Mediation, Arbitration and Litigation cases.

Talking Points include Learning More About the Following:

- 4 Major Components of Change Orders
- Indirect Costs that a Company Can Ask For
- How to Overcome Low Mandated O&P
- Not to set Precedents in Pricing Change Orders
- The Art of Pricing Change Orders
- Making Money on T&M Change Orders
- Expert Pricing = More Profit & Cash Flow
- Insider Negotiation Tips