

Pricing and Negotiating Change Orders & Claims Like a Pro

Presented by the SDC Institute

NATIONAL AWARD WINNER

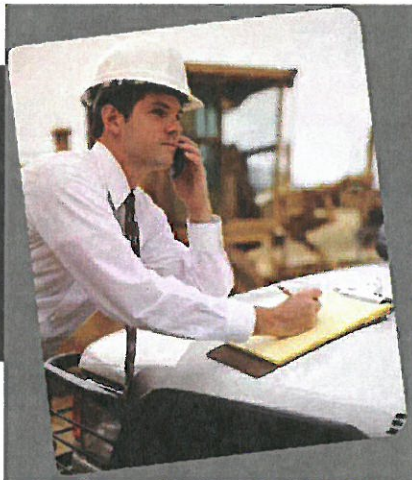
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Instructor: Anwar Hafeez is a nationally recognized and respected Civil Engineer and construction industry consultant who has personally supervised over \$1.4 billion in major construction projects. Mr. Hafeez has also successfully negotiated and settled 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



**Early Bird
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

Can't Attend? Buy a Course Book for \$125. Or, Buy the Entire Webinar on Thumb Drive for \$249.

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

Register by Mail, Fax, Phone or Internet

Name:	Please List All Seminar Attendees	
Company:		
Address:		
Email:	Method of Payment:	
Phone:	<input type="checkbox"/> Check <i>Please Make Checks Payable to SDC & Associates Inc.</i>	
Fax:	<input type="checkbox"/> American Express <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard	
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<input type="checkbox"/> Los Angeles <input type="checkbox"/> Irvine <input type="checkbox"/> San Diego	Exp. Date:	Total:
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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