

# DON'T LET THESE CONTRACT TERMS

## KILL YOUR PROFIT



Making sure a job is profitable is the name of the game! Gaining the knowledge to understand and negotiate contract terms that could kill your profit goals is essential in today's environment. Equally important is how to manage these terms if you've agreed to them in a contract. Hot topics for this workshop include:

- Pay-if-Paid vs. Pay-When-Paid
- Incorporation of the Prime Contract
- Termination for Default and Convenience
- Notice Provisions
- Protection of Work
- Choice of Venue and Law
- Escalation and Tariffs

## SPEAKER



**PAM  
SCHOLEFIELD**  
*Onsite Pro Development*

## OCT 9TH

9:00 AM - 11:00 AM

**BIA SAN DIEGO OFFICE**

9201 Spectrum Center Blvd., Suite 110  
San Diego, CA, 92123

## BIA MEMBERS: \$35

*\*Partnership Program (P2) & Builder Comp credits  
can be applied\**

REGISTER AT [BIASANDIEGO.ORG/BIA-EVENTS/](https://biasandiego.org/bia-events/)