

CONSTRUCTION LAW SEMINAR

Presenter: Jim Fullerton, Esq.

**Topics to be covered:
Reading, Writing & Revising Construction Contracts You Can Live With
Credit Management for Contractors & Suppliers
Make Your Customer a Trustee for Your Receivables**

**TUESDAY, JANUARY 12, 2010
7:30 AM—11:30 AM
HOLIDAY INN-EAST
4751 LINDLE ROAD,
HARRISBURG, PA 17111**

Reading, Writing & Revising Construction Contracts You Can Live With. Appreciate the costs, leverage and risk inherent in construction contract terms. What do you really need in your contracts? What can you live with? What can you change? What are the deal breakers? Understand conduit or pass-through provisions; pay-when-paid and pay-if-paid; change orders and claims procedures; scheduling and delays; limitations of liability; notice of default and an opportunity to cure; dispute resolution procedures; venue and arbitration; waivers and preserving security rights.

Credit Management for Contractors & Suppliers. Consider a proactive approach to credit management to increase profits in less time. Obtain and preserve the security rights on most construction projects. Collect the right information to qualify your customer and the project. Find available security for your debt. Preserve your rights with strong contract documents. Enforce your rights effectively on default. Learn about effective use of terms in credit applications, quotes, proposals, guarantees, lien and bond claims, security agreements, change orders, lien and bond waivers, and joint check agreements. Protective forms not only cost very little, but they save you much time and money. Understand contract clauses important to your bottom line. Each seminar attendee will leave with a packet of camera ready forms for immediate use.

Make Your Customer a Trustee for Your Receivable. Creditors can improve collections, gain priority over the customers' secured lenders and protect against bankruptcy preference claims with Trust Fund Laws and Agreements. Automatic protections exist in Construction Industry Trust Fund Statutes and the Perishable Agricultural Commodities Act (PACA). No matter what your business, you can also add a voluntary Trust Fund Agreement in your credit applications, quotes, proposals or other contracts. Trust Fund Agreements are simple, requiring only one to two sentences in a credit application or quote; are cheap and unobtrusive, with no court filings and no cost to a customer; can give you title to a bankrupt's assets and avoid general unsecured creditor status; can beat blanket security interests granted by your customer to their bank; can beat preference claims in bankruptcies. All vendors should learn to add trust fund language to all of their credit management documents.

About the Speaker: James D. Fullerton is an attorney with the law firm of Fullerton & Knowles, PC. The firm represents owners, design professionals, suppliers, subcontractors, general contractors & other members of the construction industries, filing mechanic's liens, surety bond & other construction claims; represents creditors in bankruptcy issues, advises on construction law issues, contract formation and disputes, defects in labor and materials, design defects in plans & specs, inefficiency, impact & delay claims, litigation, arbitration & mediation in public & private projects.

Agenda
7:30—Registration/
Breakfast
8:00—Seminar
11:30—Q&A

**\$69—First registrant
\$59—Additional registrants**
Includes:
Session materials,
continental breakfast,
breaks and a copy of the
545-page Construction Law
Survival Manual

**Deadline to Register:
January 7, 2010**



Return completed registration
form and payment to:

American Subcontractors Association of
Central Pennsylvania
1500 Paxton Street, Suite 101
Harrisburg, PA 17104
Phone: 717-232-2222
Fax: 717-232-9849
Toll Free: 800-542-1441

Registration

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Email: _____ Phone: _____ Fax: _____

Method of Payment: Check Visa/MasterCard/Discover

Credit Card Number _____ Exp. Date _____ CV2 Code _____

Signature _____

Attach separate sheet with additional attendee names.