CapitalTristate | Seminar Series
THE ELECTRICAL DISTRIBUTOR OF CHOICE

CONSTRUCTION LAW SEMINAR

"Protecting Your Accounts Receivable in a Troubled Economy"

with Guest Speaker Jim Fullerton of Fullerton Law

MAY 13, 2011

9 am - 3 pm
CapitalTristate Training Facility
8511 Pepco Place
Upper Marlboro, MD

$99 per person
with a 10% discount for 3 or more

TOPICS COVERED

1. Mechanic's Liens in VA, MD and D.C.

Suppliers in the construction industry have the advantage of secured creditor status for most of their sales, as long as these mechanic's lien rights are carefully preserved. Even minor failure to follow the rules will leave you unsecured. Successfully preserving your rights will establish your priority over other innocent creditors of the insolvent customer.

2. Public and Private Payment Bond Rights

How can your company quote a project without knowing whether you are a secured creditor or unsecured? The most important question never asked is whether a project is bonded. When can you be confident that a project is bonded? How do you obtain a copy of the bond? What information do you need to collect to determine whether your company is secured? Who is protected under a bond and how do you preserve rights? Can you ever recover your costs of collection under a bond? Can you accidentally waive your rights in your contract or in progress payment waivers? How do you motivate a surety company to promptly pay claims? This payment bond session will provide an overview of the federal Miller Act, state Little Miller Acts and Private Bonds.

3. Reading, Writing and Revising Construction Contracts You can Live With

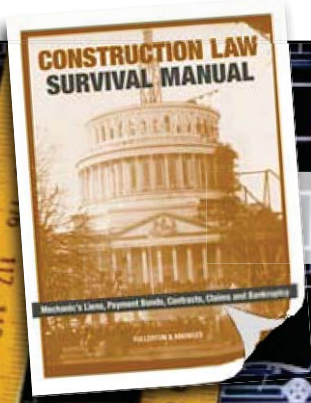
What do you really need in your contracts? What can you live with? What can you change? What are the deal breakers? Understand Conduit or Pass Through Provisions; Pay when Paid and Pay if Paid Clauses; Change Orders and Claims Procedures; Scheduling and Delays; Limitations of Liability; Notice of Default and an Opportunity to Cure; Dispute Resolution Procedures, Venue and Arbitration; Waivers and Preserving Security Rights.

ABOUT THE SPEAKER

James D. Fullerton is an attorney licensed in Virginia, Maryland, and the District of Columbia and is the President of the law firm of Fullerton & Knowles, P.C.. The firm represents owners, design professionals, suppliers, subcontractors, general contractors and other members of the real estate and construction industries, filing mechanic's liens, surety bond and other construction claims across all of the states in the Mid Atlantic region. He also represents creditors in bankruptcy issues nationwide, particularly defense of bankruptcy preference claims; advises on all real estate and construction law issues; contract formation and disputes; defects in labor and materials; design defects in plans and specifications; inefficiency, impact and delay claims; litigation, arbitration and mediation in public and private projects.

Mr. Fullerton is also a master brick mason, a licensed real estate broker and the President of Summit Real Estate, Inc. He is on Board of Directors of Northern Virginia Conservation Trust; is Counsel to Board of Directors, Virginia Precast Concrete Association; and is Counsel to Board of Directors, Central Atlantic Precast Concrete Association. He graduated from the University of Colorado and the University of Virginia School of Law.

see reverse for registration info



visit **ct-events.com** to register

Each seminar participant will receive lunch, refreshments, all course materials and a bound copy of the 450 page Construction Law Survival Manual!

CapitalTristate will not be held liable for typos or misprints. CapitalTristate reserves the right to cancel or postpone these events at any time due to circumstances beyond our control.

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THE ELECTRICAL DISTRIBUTOR OF CHOICE

" CONSTRUCTION LAW SEMINAR"

sponsored by CapitalTristate

Friday, May 13, 2011
9:00 am - 4:00 pm

Company Name _____
Address _____
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Phone _____ Fax_____

# of Attendees _____
Attendee #1 Name _____ Email_____
Attendee #2 Name _____ Email_____
Attendee #3 Name _____ Email_____
Attendee #4 Name _____ Email_____

Method of Payment ($99.00 ea. with 10% discount for 3 or more):

____ Check (enclose with this form and send to address shown below),

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To Register:

1. Visit www.ct-events.com,
2. Or complete form and fax to (301) 735-6279,
3. Or make check payable to CapitalTristate and mail with completed form to:

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For questions regarding this seminar, please contact Josh Zancan at (301) 909-2630 or Josh.Zancan@CapitalTristate.com