

Learn to Lien and Stretch Across the Borders

Location: Carnegie Hotel, Johnson City

1216 W. State of Franklin Rd., Johnson City, TN 37604

Date: Wednesday, May 5, 2010

Registration & Coffee: 8:00 - 8:15 am **Seminar:** 8:15 am - 4:45 pm

Early Bird Registration: Member - \$119 Non Member - \$139

Regular Registration: Member - \$139 Non Member - \$159

NACM East Tennessee



Register by
April 23rd
and save
\$20

TOPICS FOR DISCUSSION:

- Lien Releases and Waivers
- Time Requirements for Filing Your Lien
- Priorities of Liens and Mortgages
- Payment and Performance Bonds
- Difference Between Unpaid Balance Lien and Full Price Lien
- Lien Right Preservation
- Bonding Liens
- Perfection of Your Lien
- Contract of Purchase
- Notice to Owner
- Notice of Nonpayment
- Notice of Commencement
- Notice of Completion

Jerry M. Martin is in private practice in Knoxville, Tennessee, where he routinely practices in state and federal court. He is a trial lawyer who concentrates on insurance defense, personal injury, construction litigation and creditors' rights. This includes over 20 years experience in handling mechanics and materialmen's liens. Mr. Martin provided comments to the Tennessee Bar Association's Special Committee on Lien Law, which was responsible for drafting the 2007 changes to the Mechanics and Materialmen's Lien statute and was a contributor to the Lien Law Corrections Bill which was passed by the Tennessee Legislature in the Spring of 2008. Mr. Martin is also a member of the Executive Committee of the Tennessee Bar Association Construction Law Section. He formerly served as the Municipal Judge for the Town of Farragut. He is a member of the Tennessee and Knoxville Bar Associations. Mr. Martin received his B.A. and J.D. from the University of Tennessee.



James Vann obtained a Bachelor of Business Administration with concentration in Trust Management from Campbell University in May, 1986. Prior to attending law school, James was a Personal Banker and Assistant Branch Manager with Wachovia Bank. He then obtained his Juris Doctor degree in 1990 from Samford University, Cumberland School of Law in Birmingham, Alabama. After working with another law firm for approximately two years, James started his own law firm in 1993, representing clients in almost every county of North Carolina. The firm changed its name to Vann & Sheridan, LLP, Attorneys at Law in 1998 and currently has Attorneys who handle creditors' rights, construction litigation, contract law, business planning business succession estate planning, business formation, non-profit and association work and civil litigation matters.



James Fullerton is a graduate of the University of Colorado and the University of Virginia School of Law. He 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, including contract formation and disputes, defects in labor and materials, impact and delay claims, as well as doing litigation, arbitration and mediation in public and private projects.



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How to register: Email: jill@nacmet.org

Phone: (865) 546-0452

Fax: (865) 524-9855

Early Bird
Saves \$20

Early Bird: Member \$119 Non-Member \$139

Regular: Member \$139 Non-Member \$159

Company Information:

Company Name

Address

City/State/Zip

Fax

Attendee Information:

Attendee

Attendee Telephone

Attendee Cell

Attendee Email

Additional Attendee

Additional Attendee Telephone

Additional Attendee Cell

Additional Attendee Email

Payment Options:

VISA MasterCard AMEX

Credit Card Number

Exp. Date: ____/____/____ V-code: _____

Credit Card Billing Address

Billing City/State/Zip

Bill My Company
NACM Member # _____

Check Enclosed - Mail to:
NACM East Tennessee
Attn: Education
PO Box 6809
Knoxville, TN 37914

- When do you notify the owner --- before you furnish? When the contractor defaults? Are all parties including the owner identified with your job sheet?
 - Can filing a lien create a company liability?
 - Are all liens created equal?
- The Statute Basics – Who is entitled to lien? What notice is required? When do you take action? Why do different states have different requirements to preserve your lien rights? How is a lien filed or recorded?
 - How do you synchronize managing your receivables with the state's lien law?
 - Is your state an "Unpaid Balance State"?

Construction credit is unique. From back charges to retainage, construction oriented credit managers need to be experts in maximizing the leverage provided by the lien and bond claim statutes. While the basic concept of the mechanic's lien is universal, every state differs in compliance. This full day seminar addresses the lien law in TN, AL, and GA. From collecting job information through foreclosure, be prepared for a fast-paced manager's view of surviving the construction jungle across the borders.

AGENDA:

8:00 - 8:15 am	Registration & Coffee
8:15 - 10:15 am	James Vann - NC Lien Law
10:15 - 10:30 am	Break
10:30 am - 12:30 pm	Jerry Martin - TN Lien Law
12:00 - 1:00 pm	Lunch provided
1:00 - 2:30 pm	Jerry Martin - TN Lien Law
2:30 - 2:45 pm	Break
2:45 - 4:45 pm	James Fullerton -VA Lien Law

Cancellation Policy: Cancellations must be received 72 hours prior to seminar date. Substitutions from same company are allowable.

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