

SIE Lunch and Learn

The Secret of a Successful Subcontract Negotiation

Guest Presenter: Bruce Kauffman, Esquire | Kauffman and Forman



BRUCE E. KAUFFMAN, ESQUIRE is the senior partner and founder of Kauffman and Forman, P.A.

For over 30 years, Mr. Kauffman has specialized in the representation and protection of subcontractors, suppliers and business owners.

Mr. Kauffman frequently provides seminars to the Construction industry and counsels subcontractors on the importance of Risk Management and Subcontract Negotiation to avoid unfavorable terms, achieve project profitability and protect against litigation.

He has also successfully prosecuted numerous Mechanic's Liens, Payment Bond Claims and related Construction and Commercial Claims in both State and Federal courts.

June 6, 2018

11:30 am - 1:30 pm

Members: \$25.00

Non-Members: \$45.00

Fazzini's Taverna

9811 York Road, Timonium | MD | 21093

Agenda

11:30 am—12:00 pm:

Registration and Lunch

12:00pm—1:30 am:

Guest Presentation

Attendees Will Learn:

- **Keys to a successful negotiation**
- **Dangerous subcontract provisions that require negotiation**
- **Negotiation techniques for successful subcontract negotiations**

Who Should Attend?

- **Business Owners of Subcontracting companies**
- **Leaders of Subcontracting companies**
- **Anyone who is involved in subcontractor contracts**

For more information, contact Carolyn at 410-344-1470, or office@asa-baltimore.com

To register for this event please visit www.asa-baltimore.com