Contractors’ Knowledge Depot

BUSINESS MANAGEMENT TOOLS AT A GLANCE

The FASA Contractors’ Knowledge Depot is your one-stop shop for tools to manage your construction subcontracting business. Members of the American Subcontractors Association receive a discount off the cover price for all titles. For more information, visit www.contractorknowledgedepot.com, or contact FASA by mail at 1004 Duke Street, Alexandria, VA 22314-3588, by phone or fax at 1-888-374-3133, or by e-mail at FASA@asa-hq.com.

Contract Bidding, Negotiation and Administration

♦♦ The Art and Science of Getting Paid Video-on-Demand (item no. 8054)
Speaker Michael Pappas, Esq., teaches you how to develop and implement a corporate strategy to enable you to better manage projects and reduce uncollectible receivables. Nonmember Price: $95.

♦♦ Purchase Orders: How to Wage and Win the Battle of the Forms Video-on-Demand (item no. 8053)
Learn how purchase order terms are established and modified, as well as key terms such as delivery, warranty and waivers, and why different forms create different contract terms. Learn how to select a negotiating approach to secure the purchase order terms you want! Nonmember Price: $95.

♦♦ Managing Change Orders Video-on-Demand (item no. 8047)
Learn the contract language and procedures needed for change orders to be a money-maker on today’s cost-conscious projects. Nonmember Price: $95.

♦♦ Critical Tactics: Flexing Your Muscle with ASA’s Updated Tools (2011 ed.) Video-on-Demand (item no. 8046)
Speaker Michael Davis, Esq., discusses how to use the ASA Subcontractor Bid Proposal (2011), ASA Addendum to Subcontract (2011) and ASA Short-Form Addendum to Subcontract (2011) to get better subcontracts. Nonmember Price: $95.

♦♦ Benefiting from the New and Improved ConsensusDocs Video-on-Demand (item no. 8045)
The ASA-endorsed ConsensusDocs documents underwent substantial revisions in 2011. Learn why these documents were updated, what’s new and improved in key documents like the ConsensusDocs 750 subcontract, and how the changes benefit subcontractors. Nonmember Price: $95.

♦♦ Understanding and Managing the Risks of Green Projects Video-on-Demand (item no. 8043)
Learn the right questions to ask about the green construction processes and practices to be used on a project. Obtain examples of contract language that can clarify the green responsibilities of a job up-front. Nonmember Price: $95.

♦♦ Preserving Your Claims with Project Documentation Video-on-Demand (item no. 8038)
Discover why claims are challenged and denied, and how to overcome common objections. Learn how to create a system of documentation that will help your claims survive common excuses customers give for denying claims. Nonmember Price: $95.

♦♦ Managing Sub-Subcontractors Made Easier Video-on-Demand (item no. 8033)
Speaker Russell O’Rourke, Esq., describes how the ASA-endorsed ConsensusDocs 725 Standard Agreement Between Subcontractor and Sub-subcontractor facilitates contract negotiations and focuses your team on getting the job done on-time and on-budget. Nonmember Price: $95.

♦♦ Getting Final Payment: Strategies That Work Video-on-Demand (item no. 8031)
Explore strategies to get paid at the end of the project, when full and timely payment is most imperiled. David Hendrick, Esq., presents contract language that takes away the excuses customers may give for indefinitely delaying payment. Nonmember Price: $95.

♦♦ Hold Harmless or Hold Harmful? Limiting Your Liability for Others’ Mistakes Video-on-Demand (item no. 8030)
Sean Calvert, Esq., discusses the ins-and-outs of hold harmless clauses in all their varieties, why customers want certain hold harmless language, and what that language really means. Don’t let a hold harmless clause be your invitation to a frivolous lawsuit. Nonmember Price: $95.

♦♦ Cash In on the ConsensusDocs Video-on-Demand (item no. 8024)

♦♦ Negotiating Skills: Secrets to Selling Your Customer on Your Contract Changes Video-on-Demand (item no. 8021)
Discover how to get hesitant clients on-board with equitable contracts. Identify the negotiating strategies that will be the most effective for selling your customer on the terms and conditions you want. Nonmember Price: $95.

♦♦ Shock Prevention: Mitigating the Risks of BIM and Electronic Documents Video-on-Demand (item no. 8020)
Learn how tools such as the ConsensusDocs 200.2: Electronic Communications Protocol Addendum can help subcontractors manage the risks of electronic project management, documents and data exchange. Nonmember Price: $95.

♦♦ Collection Strategies for Specialty Trade Contractors Video-on-Demand (item no. 8007)
Learn the valuable secrets behind successful collection strategies including demands for payment, stopping materials in transit, suspension of work, and more. Scott and Brad Blakeley, Esq., divulge various ways to make your customer pay for services and materials. Nonmember Price: $95.

♦♦ The Big IF in Pay-if-Paid Clauses Video-on-Demand (item no. 8005)
What does the “if” in pay-if-paid really mean and how big of an “if” is it? What are the real risks of signing contracts that contain “pay-if-paid” clauses? Get the answers to your questions about “pay-if-paid.” Nonmember Price: $95.

♦♦ Avoiding Death by Waiver Video-on-Demand (item no. 8001)
David Hendrick, Esq., helps you learn the tricks and strategies to recognize and avoid “death by waiver” due to inadvertent or inattentive execution of forms containing waiver and release language. Nonmember Price: $95.

Insurance and Bonding

♦♦ Insurance and Surety: Emerging Risks for Subcontractors Video-on-Demand (item no. 8050)
Learn how to protect your business against risky consolidated insurance programs, poorly written contractual insurance requirements, unintended design liabilities, and unregulated surety bonds and bond alternatives. Learn the questions to ask of insurance agents and surety bond producers. Nonmember Price: $95.

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Insurance and Bonding (cont.)

♦♦ Managing Your Completed Operations Risk Video-on-Demand (item no. 8037)
Learn how to negotiate contract language related to completed operations. Examine how model contract documents such as the ConsensusDocs 750 subcontract handle completed-operations risks. Nonmember Price: $95.

♦♦ Evaluating and Bidding Wrap-Up Projects Video-on-Demand (item no. 8027)
Discover the questions every subcontractor should ask before bidding a project with owner- or contractor-controlled insurance. Learn what ASA tools are available to address wrap-up risks. Nonmember Price: $95.

♦♦ New Risks: Gauging and Limiting Your Professional Liabilities Video-on-Demand (item no. 8022)
Learn how professional liability insurance covers possible gaps in insurance, especially for design/performance liabilities. Nonmember Price: $95.

♦♦ Risk Transfer: Surviving the Circling Sharks Video-on-Demand (item no. 8004)
Avoid potential claims unrelated to your work by following renowned speaker Richard Usher’s discussion of how to limit “additional insured” requirements and broad-form hold-harmless contract clauses. Nonmember Price: $95.

♦♦ Lien & Bond Claims in the 50 States downloadable PDF (2010 edition) (item no. 3006)
This resource summarizes lien and bond requirements for each state, divided by public and private work. It provides information about effectively filing and executing claims. Nonmember Price: $50.

Sales and Marketing

♦♦ Seller Beware: Why You Need to Know Your Customer BEFORE Signing the Subcontract Video-on-Demand (item no. 8049)
Get insights on what you need to know about a client or prospective client prior to signing the subcontract. Learn what kinds of questions to ask about the business, relationships with subcontractors, business practices, contracts, etc. Nonmember Price: $95.

♦♦ Expanding Your Professional Network and Your Profits in the Digital Age Video-on-Demand (item no. 8041)
Presenters R. J. Floco and David Mendes discuss why social media is a valuable time investment, as well as how to efficiently and effectively expand your business network. Get online social networking tips that will help you increase your business contacts. Nonmember Price: $95.

♦♦ Putting Your Best Foot Forward: How to Impress Clients and Get the Job Video-on-Demand (item no. 8040)
Presenters Dennis Bausman and Kevin Burnett teach you how to position your firm to get the job, including how to get and use information about the prime contractor, its business practices, and its pre-qualification process. Nonmember Price: $95.

♦♦ Boom or Bust? Predicting Your Business’s Future Video-on-Demand (item no. 8036)
Learn how to predict business booms and busts. Get tips on profiting from your clients’ business cycles, and exploiting your competitors’ cycles. Nonmember Price: $95.

♦♦ Where the Projects Are: Finding and Getting Federal Projects Video-on-Demand (item no. 8032)
David Hendrick, Esq., describes how to find federal and other public projects, and how the ConsensusDocs 752 can help you and your client quickly reach agreement on subcontract terms for federal projects. Nonmember Price: $95.

♦♦ Sales Training Bundle—Networking, Why Buyers Buy, and Staying Motivated Video-on-Demand (item no. 5007)
This three-part series provides tips on figuring out customer hot buttons and buying motives. Learn how to network to generate revenue, and techniques for motivating and reaching your sales goals. Nonmember Price: $95.

Other Business Management

♦♦ Recovering Your Overhead Costs Video-on-Demand (item no. 8051)
Learn how to improve your accounting of costs and review different methods for tracking overhead costs. Get tips on choosing the right tracking method to make it easier to recover costs. Nonmember Price: $95.

♦♦ Employee or Independent Contractor? Getting Worker Classification Right Video-on-Demand (item no. 8044)
Learn how the IRS and state regulators enforce worker classification rules and about resources to properly classify workers. Review commonly-used factors for determining worker status and examine why and how public officials are increasing enforcement. Nonmember Price: $95.

♦♦ Reducing Employee Theft and Fraud Video-on-Demand (item no. 8042)
Reduce your chance of becoming a victim of theft and fraud. Learn about anti-fraud strategies, how to assess risk, and prevention and detection techniques, and how to develop a plan for an investigation in case fraud is detected. Nonmember Price: $95.

♦♦ Protecting Against Client Bankruptcy Video-on-Demand (item no. 8034)
Learn steps to take early on in a project that could help if a prime contractor later files for bankruptcy. Get an outline of some of the typical events that follow a bankruptcy filing, and tips for preserving claims and getting a maximum financial recovery. Nonmember Price: $95.

♦♦ Developing a Corporate Ethics Policy Video-on-Demand (item no. 8011)
Find out how to develop an ethics policy that fits your company’s unique needs and helps employees make the right choices. Nonmember Price: $95.

♦♦ Subcontractor’s Operations Manual: Forms, Processes and Techniques book and CD-ROM (item no. 5006)
Here’s everything you need to make your company more productive and more profitable. This book includes rock-solid advice for bidding on jobs, negotiating with general contractors, drawing up airtight contracts, scheduling work, dealing with change orders and more. It also includes a CD-ROM packed with nearly 40 reproducible business letters and forms you can use as-is or easily customize. Nonmember Price: $73.

♦♦ Simplified Guide To Construction Law (book) (item no. 5001)
Learn from real examples of what can go wrong with contracts, changes, torts, fraud and misrepresentation, warranty and strict liability, construction defect, indemnity and more. Nonmember Price: $40.