“A quarterly educational journal designed to equip construction subcontractors and specialty trade contractors with the ideas, tools and tactics they need to thrive.”

Official Educational Journal of the American Subcontractors Association, Inc.

2012 Editorial Calendar

1st Quarter
Publication Date: Feb. 22, 2012
Theme: Tips for a Successful 2012
• Using Financial Benchmarking to Improve Your Company
• Tax Tips for Subcontractors
• Preparing for E-Discovery: How to Prevent Mistakes
• Construction Industry Outlook
• ASA Report: The Policy Environment in the States

2nd Quarter
Publication Date: May 11, 2012
Theme: Know Your Customer
• Love Connection: How to Find, Court and Work for the Best Prime Contractors
• ASA Business Forum & Convention 2012 Coverage
• Introducing the New ConsensusDOCS Technology Platform
• Prequalifying Your Primes
Copy Deadline: April 13, 2012
Artwork Deadline: April 20, 2012

3rd Quarter
Publication Date: July 20, 2012
Theme: Qualifying for the Job
• Statement of Qualifications Do’s and Don’ts
• Marketing Your People
• Meeting the Federal Government Ethics Requirements
• State Legislative Wrap-up
Copy Deadline: June 22, 2012
Artwork Deadline: July 6, 2012

4th Quarter
Publication Date: Oct. 12, 2012
Theme: Doing What You Do — Better
• Art and Science of Getting Paid
• Purchase Orders: How to Win the Battle of the Forms
• Contract Negotiation Tips
• Evaluating Contract Terms as Job Costs
Artwork Deadline: Sept. 28, 2012

Interested in submitting a story?
Contact the Contractor’s Compass editorial team at communications@asa-hq.com.