



SBCA Annual Workshop & Conference

Tuesday, August 12
11 am PDT / 12 pm MDT
1 pm CDT / 2 pm EDT

Prevention Techniques to Avoid Future Profit Loss

How do your customers (e.g. production, custom, multi-family, etc.) affect your scope of work and your business? This Annual Workshop, held in a focus group format, will facilitate discussion about the kinds of activities you may be undertaking that affect your profitability now and in the future. Explore the ways in which your customers seek to shift responsibility from themselves onto your business with regard to different types of products and services, and how best to handle it through minimizing your exposure to loss and reduced profit. This Workshop is a precursor to an educational session held at BCMC in Charlotte, NC in October. In this session, SBCA Legal Counsel, Kent Pagel and SBCA CM Member, Josh Backer with BMC will facilitate the conversation so you can more fully understand all the facets of scope of work and contracting that can affect how you negotiate with your customers and maintain a clear and understandable scope of work. Attending this session will give you the opportunity to explore this topic with legal professional and peer expertise you can trust.

This presentation will set the stage for the full session being offered at BCMC 2014 in Charlotte, NC and will cover the following topics:

- Customer types and how they most affect your contract exposure and negotiation position;
- What are the profit/cost opportunities with certain products or service types;
- Getting paid for your scope of work;
- Containing scope creep; and,
- Getting paid for the risk and liability your business assumes

Bring your questions, comments and contributions and together, we will keep BCMC alive throughout the year and continue *Building Community and Making Connections*.

Workshop Schedule – This 1¼ hour workshop will be held on **Tuesday, August 12** at **11am PDT/12pm MDT/1pm CDT/2pm EDT** Truss Technician Training (TTT) recertification credit, continuing education credit (CEU) and professional development hours (PDH) are available.

Workshop Cost – Component manufacturer companies that attended BCMC in San Antonio, TX in 2013 can attend this session for FREE. SBCA members receive a discount and pay by location so multiple employees can participate at one cost. The member cost is \$30 per location; the nonmember cost is \$60 per person. For more information, visit: <http://sbcindustry.com/workshop>

Missed a Workshop? – Recordings of this workshop will be available online shortly after the presentation. Let us know if you would like to purchase online access to this workshop OR completely omit the words to it.

Thank you to our SBC Advertisers for Sponsoring the Workshops!
This Workshop is sponsored by Simpson Strong-Tie.



YES, I/we will attend the Workshop on August 12.

(Invoices will be mailed after the event. Cancellations must be received by August 11 check the date.)

Please list the names of everyone planning to attend – Thank you!

Your name(s): _____

Your company & email: _____

Please email your response to tkutz@qualtim.com by **Tuesday, August 12**
or Fax to **608/274-3329**. Thank you! (If you have questions or would like to be removed from this list, respond to the above fax number or contact Trish at 608/310-6768.)