



Recovering the Last 10%

A Subbies Guide to Survival and Profitable Projects

Construction is a tough game. As a sub-contractor, you are at the mercy of the bigger players and making a profit on projects is not as easy as it sounds. Join us for a beer or two at this insightful seminar where you will learn:

What are the strategies for best extracting your profits?

- negotiating better contractual arrangements
- 3 key strategies to lessen your risk

Setting up paperwork systems to win

- negotiating systems into the contract
- creating internal systems
- effective use of consultants

Eliminating the contractors leverage over the subby at PC

- early resolution of issues
- controlling defects

Security of Payments

- how to use the Building and Construction Industry Security of Payment Act to eliminate set off claims and backcharges
- is it now better to use Retention or another Security? - the competing interests of risk and your cash flow

Time

Thursday, May 10, 2007
5.00pm

Place

Private Conference Room
PJ Gallaghers Irish Pub
74 Church St (Corner Parkes St)
Parramatta

Fee

\$50 (inclusive of GST)
includes seminar notes and
complimentary drinks



Mr Craig Young
Construction Lawyer
Vincent CCL

Craig is a construction lawyer with Vincent Construction Claims and Legal. Craig has over 13 years of experience in commercial litigation and dispute resolution advice and is a specialist in building and construction law. Importantly he has worked on construction sites before becoming a construction lawyer.

Craig is passionate about the building industry and his detailed knowledge of the industry gives him powerful insight into the best ways to make money as a sub-contractor and how to avoid being placed at the mercy of larger contractors.

About Vincent CCL

Vincent CCL is an independent team of contract claims consultants and legal construction specialists, founded by Brett Vincent.

We offer combined technical, claims and legal advisory services specifically to the building, development, engineering and mining industries.

If you would like to know more about Vincent CCL or if you have any legal or claims matters you would like to discuss please call us on (02) 9261 5900 or visit www.vincentccl.com.au

Booking Form Recovering the Last 10%. A Subbies Guide to Survival and Profitable Projects

I am registering for _____ person(s)
x \$50 (inclusive of GST) = \$ _____

Payment details

Please find enclosed a cheque made payable to

Vincent CCL Pty Limited ABN 80 116 002 110

Please charge the following credit card \$ _____

Visa Mastercard

Cardholder name _____

Card no.

Expiry date /

Signature: _____

Please mail your payment together with this registration form,
or fax your credit card details to:

Vincent CCL Pub Lecture Series

c/o Trilogy Integrated Communication Pty Ltd

Studio 20 151 Foveaux Street Surry Hills NSW 2010

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www.vincentccl.com.au

This form will act as a TAX INVOICE upon receipt of payment.

Company name _____

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I would like to receive correspondence by email Yes No

Name and position of delegates

1. _____

2. _____

3. _____

4. _____

5. _____

Note: Payment is required in advance of the event. We reserve the right to refuse admission if payment is not received. Cancellations are non-refundable five working days or less before the event. A replacement person may be sent with prior notice to the organiser at no extra charge should the registered delegate be unable to attend. It may be necessary for reasons beyond the control of Vincent CCL to change the content and timing of the program, the speakers, the date or the venue. In the unlikely event of the seminar being cancelled, Vincent CCL will automatically make a full refund but disclaim any further liability. If you wish to be removed from this mailing list, please call Brett Vincent on (02) 9261 5900.