





This event provides 8 total LU HSW credits!

7.30-11.45a

Continental Breakfast.

\$295 members (AIA / CSI) \$345 staff of members \$395 non-members **RSVP** required

McGill, Smith, and Punshon 3700 Park 42 Dr., Suite 190-B Cincinnati, OH 45241





Eric A. Teske, Assoc. AIA Vice President, Oswald Eric O. Pempus, AIA, LEED GA Risk Manager, Oswald

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This is a two (2) session in-depth course about agreements for services and how to effectively negotiate contract terms. The contract with the Client (and subsequently with subconsultants) should reflect the goals and expectations of both parties and establish the conditions under which services will be rendered. This program will provide practical tools to allow for these mutual understandings to occur. These are some of the issues that will be examined:

- Who is the client? Owner? Prime A/E? Contractor?
- What kinds of contracts are utilized?
- What is the Architects' responsibility under the contract?
- What is the Clients' responsibility under the contract?
- What happens in the event of a dispute between the Architect and the Client?
- How to deal with Project Scope Creep and Additional Scope of Services.
- How to effectively negotiate equitable agreements.

## Course Resources / References:

AIA Documents B101, A201, C401, B103, B104, B105, B503 AIA Handbook of Practice

Materials and handouts provided by the instructors

Note: Sessions will involve pre-class homework, interactive class discussion, small group activities and role playing exercises. Satisfactory completion of the courses may be eligible for premium credit from your Professional Liability Insurance carrier. Check with your Professional Liability Insurance carrier.

