

# Download How To Win The Fight Change Orders And Claims

SDC & Associates, Inc. is the leading nationwide provider of construction consulting services. Since 1994, we have successfully helped our clients increase their profits and protect their bottom line through claims preparation, education, CPM scheduling, litigation support, and much more. This seminar teaches your employees how to prevent claims while developing the procedures and documentation required to properly identify, document, prepare, calculate, present, evaluate, negotiate, and win valid change orders and claims. It also teaches how to win conflicts between specifications and drawings every time. These techniques apply to public works projects and private commercial projects, and provide valuable insight to increase the profits and protect the bottom line.

**B. A Winning RFI System**  
**C. How to Write a Great Daily Report - Case Study No. 2**  
11:15 a.m. – 11:30 a.m. **IV. Change Orders and Claims**  
**A. Different Types of Change Orders & Claims Part I**  
**a. Owner Directed Change Orders**  
**b. Time & Material Change Orders**  
11:30 a.m. – 12:30 p.m. - Lunch Break  
12:30 p.m. – 02:30 p.m. **V. Change Orders and Claims**  
**A. The Spearin Doctrine – Defective Plans & Specs.**  
**How to Win the Fight: Change Orders and Claims, Presented by the SDC Institute.** Learn why claims have escalated over 300% since 1979, the art of pricing change orders, pricing delay & disruption claims, and more.