



# HOW TO GET PAID For Construction Changes

*Steven S. Pinnell*

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## **HOW TO GET PAID For Construction Changes** Steven S. Pinnell

Arm yourself with all current tools and techniques for resolving construction claims in a timely manner and ensuring your profit margin. Filled with case studies and examples of damage calculations, this book gives you clear guidelines for the proper documentation of a dispute, and explains how to decide on the best course of action to settle each claim. You'll learn to apply step-by-step methods and checklists to resolve both large and small claims, and to minimize disputes and potential claims through good record keeping and contract administration. Learn to PREPARE and NEGOTIATE all types of construction claims -- without damaging ongoing business relationships. Protect your bottom line. Don't let unresolved claims siphon off your profits or jeopardize your company's survival. This practical manual will arm you with the latest tools and techniques for avoiding and resolving construction disputes. The book will show you how to understand contracts and contract law, keep good records, obtain and organize documents, analyze both large and small claims, analyze schedule delays or acceleration, compute damages, prepare effective exhibits, present a claim, and negotiate a favorable settlement. Supported by case studies and examples of damage calculations, this reference integrates people skills with analytical processes and is uniquely suited for use in partnering relationships. It allows construction engineers, superintendents, estimators, and project managers to prepare change order requests and claims as successfully as most claim consultants. You will be able to: FOLLOW CLEAR GUIDELINES for proper documentation of a disagreement or dispute. DECIDE ON THE BEST COURSE of dispute resolution to settle each specific claim. APPLY STEP-BY-STEP METHODS and checklists to successfully prepare and negotiate even the most complex claim. MINIMIZE DISPUTES AND POTENTIAL CLAIMS through efficient record keeping, contract administration, and partnering.

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