

NACM Business Credit Services

5 STATE LIEN LAW & BOND SEMINAR WA, OR, ID, HI & AK

August 24, 2010

Doubletree Guest Suites
16500 Southcenter Pkwy
Tukwila, Washington
Registration 8:15 to 8:30 a.m.
Seminar: 8:30 a.m. to 1:00 p.m.



VERY LIMITED SPACE.....REGISTER TODAY!

We've made this seminar available to only 60 of our members to ensure that you will get the maxim benefit from your Lien Law & Bond seminar. You will have plenty of time for questions and one-on-one time with Greg Powelson.

ABOUT OUR SPEAKER

Greg Powelson is Director of NACM's Mechanic's Lien and Bond Services (MLBS), headquartered in Columbia, MD. Greg came to NACM after 18 years as Vice President of Sales and Marketing for a national lien and bond service. An attendee at Greg's Lien Seminar is presented with the most current information in order to design, plan, and enhance the usage of Mechanic's Liens and Bond Claims. He teaches strategies that will guard against the construction debtor's number one objection to payment: "I CAN'T PAY YOU UNTIL I GET PAID." Greg is a dynamic speaker mixing facts with personal stories to create a power message regarding the value of collateralizing receivables.

**Save The Date for our
Lien Law & Bond seminar**

August 24th

**8:15 a.m. Registration
(breakfast items)**

8:30 a.m. to 1:00 p.m.

**Doubletree Suites-Southcenter
16500 Southcenter Pkwy
Tukwila, WA**

**Speaker: Greg Powelson, Director
NACM MLBS**

**SPACE IS LIMITED TO 60
SO REGISTER EARLY!**

WHAT'S COVERED?

1. Introduction

- Liens: 1791 and the Nation's New Capital
- Construction Credit is Unique / Justifying the Credit
- The Ladder of Supply – Defining The Players
- A Defined Right: Who Has The Right To File a Lien?
- Alternatives for Suppliers to Suppliers

2. Preliminary Notice (NTO)

- Identify Yourself / Checks and Balances
- Form and Formats
- Who Do You Notify?
- Do Notices Hurt?
- Non-Statutory Notices
- Notice to Owner Exceptions and Considerations
- The Value, Challenge and Fire Associated with Notices

3. Mechanic's Liens (Private Construction)

- Defining Terms
- Types of Liens
- The Opportunity.... Reduce Risk, Sell More
- Managing The Process: Proactive vs. Reactive
- States, Dates and Dollars
- Local Private Statute Review: **WA, OR, ID, AK & HI**
- Attachment

4. Managing the Process

- Construction Credit Applications
- Red Flags
- Terms and Conditions
- Collecting Job Informationa
- What Information Should Be Collected?
- When Should Information Be Collected?



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4. Managing the Process (Continued)

- Who Collects Job Information?
- How To Collect Job Information
- ✦ How Accurate Is The Information?
- ✦ Joint Checks
- Assignments
- Lien Waivers
- Managing The Process
- Prompt Pay
- Managing The Three Critical Factors
- Credit Administration
- ✦ Purchase Order Review
- ✦ Project Management Essentials
- ✦ Collection Efforts
- ✦ Having a Method To Your Madness
- ✦ Utilizing the Lien Deadlines and Prompt Pay
- ✦ Maintaining Lien Rights
- Criterion, Process, and Consistency

5. Foreclosures

- What to Expect
- Never Say Die!

6. Bond Claims (Public Construction)

- Payment & Performance Bonds
- Thresholds
- Obstacles
- Good Bond / Bad Bond
- Be Careful Who You Trust
- Local Public Statue Review: **WA, OR, ID, AK & HI**
- Mechanic's Lien Bonds
- Bonding Off – Bonding Around
- Stop Notices and Public Improvement Liens
- Federal Miller Act

7. Questions & Open Discussion

REGISTRATION FORM—5 State Lien Law & Bond Seminar August 24, 2010—Doubletree Guest Suites in Tukwila

Firm Name: _____ Member # _____

Mailing Address: _____ City/Zip: _____

Telephone: _____ Fax: _____

CONFIRMATION to be sent to this email: _____

Register the following from our firm:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Cost:

<u>NACM Member Rate</u>	\$175/ \$150 for each additional attendee (Additional attendee must be from the same firm)
<u>Non Member Rate</u>	\$250/\$225 for each additional attendee (Additional attendee must be from the same firm) EP

Scan & Send by E-MAIL TO: Ricolei@nacmbcs.org or FAX TO: (206) 728-6330