



# “Wisdom & Wine” A Business Enhancement Event With Networking



Our Featured Presentation:

## “The Secret of a Successful Subcontract Negotiation”

### Negotiate Your Subcontract or Be Exploited

A Presentation by “The Subcontractor’s Attorney” Bruce E. Kauffman, Esq.

Sponsored & Hosted By:

**KAUFFMAN AND FORMAN, P.A.**  
ATTORNEYS AT LAW

*Due to the Nature of  
This Presentation, Only  
Subcontractors and  
Suppliers Are Allowed  
to Register.*

**Tuesday, June 11<sup>th</sup>, 2019  
Hayfield Country Club  
700 Hayfields Road  
Hunt Valley, MD 21030**

*Ample Free Parking!*

**Registration: 4:00 – 4:30 p.m.**

**“Wisdom” | Presentation: 4:30 – 5:30 p.m.**

**“Wine” | Networking: 5:30 – 6:30 p.m.**

## Overview: The Art of Negotiating Subcontracts

Join Maryland Construction Network & “The Subcontractor’s Attorney” Bruce E. Kauffman, Esq. for this very special presentation. This is a “can’t miss” experience for any subcontractor or supplier with an interest in learning to identify hazardous clauses in contracts and successfully negotiate better terms.

Well-known and well-respected attorney Bruce Kauffman will provide practical advice, rules, techniques and tactics to negotiate reasonable subcontracts for the Subcontractor. Bruce will discuss his basics for negotiation and the strategies he employs when negotiating on behalf of his clients. In addition, he will provide concrete examples of dangerous subcontract provisions and offer his expert advice on how to modify them to minimize the risk to the Subcontractor while preserving the business relationship with the Contractor.

- LEARN Mr. Kauffman’s “31 Rules for a Successful Negotiation”.
- IDENTIFY dangerous subcontract provisions that require negotiation.
- PRACTICE negotiation techniques for successful subcontract negotiation.

**Our Speaker:**



**Bruce E. Kauffman, Esq.  
Founder, Kauffman &  
Forman, P.A.**

Bruce E. Kauffman, Esquire founded the Firm in 1978, and since that time has represented countless businesses and individuals on a wide range of legal issues. Although primarily focusing on construction, business and corporate law, Bruce also maintains an active Estates and Trust practice. Bruce counsels businesses on day-to-day matters such as employment issues, contracts, as well as the structuring of complex corporate transactions, mergers and buy-outs.

Mr. Kauffman speaks regularly on behalf of the American Subcontractors Association and is a passionate advocate for the industry. Mr. Kauffman has successfully prosecuted numerous mechanic’s liens, payment bond claims, Trust Fund actions and related construction litigation. Notwithstanding, Bruce largely practices preventative law, ensuring that his client’s contracts do not unfairly shift risk and unfavorable terms to the subcontractor.

Mr. Kauffman was recognized as a Maryland Super Lawyer in 2010, 2011, 2012, 2013, 2014, 2015, 2016 and 2017 where only 5% of Maryland attorneys are chosen annually. He was also featured in Baltimore Magazine for his expertise in the areas of Construction/Surety, Business/Corporate, and Estate Planning and Probate.

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Following the program, enjoy an extended period of networking featuring fine food and drinks. Catch up with old friends, make new acquaintances, and discuss the information shared during the presentation.

**Menu**

A Variety of Hayfields Country Club’s Delectable Hors D’oeuvres Including a Fresh Veggie Display, Homemade Spinach Dip & Assorted Crackers | Nacho Chips & Fresh Salsa | Malibu Coconut Shrimp  
Chicken & Cheese Quesadillas | Chicken Wings & Sauces | Vegetable Spring Rolls  
Beer, Wine & Soda | Cash Bar Available for Mixed Drinks

\_\_\_\_\_ Attendees @ \$45 member price. \_\_\_\_\_ Attendees @ \$60 non member price.

Total Fees = \$ \_\_\_\_\_

**Registration fees after June 7<sup>th</sup> are \$55 and \$70 respectively.**

Company Name: \_\_\_\_\_ Name On Card: \_\_\_\_\_

Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Email: \_\_\_\_\_ Card Number: \_\_\_\_\_

Name: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ CID: \_\_\_\_\_

Email: \_\_\_\_\_ Credit Card Billing Address Zip Code: \_\_\_\_\_

**Register Online & Learn More About MCN At [www.mdconstructionnet.net](http://www.mdconstructionnet.net).**

Or, forward this completed registration with payment to: **Maryland Construction Network®**,  
5102 Meadowview Dr., White Hall, MD 21161 *no later than* Friday, June 7<sup>th</sup>.

Reservations made but *not cancelled* by end of business Friday, June 7<sup>th</sup> are non-refundable.

**Pre Registration Is Requested!**

**Registrations Received After June 7<sup>th</sup> Will Not Receive An Early Registration Discount And Are Subject To Availability.**

Do you have questions about MCN or need assistance? **Contact Verna Regler** at [verna@mdconstructionnet.net](mailto:verna@mdconstructionnet.net) or **443.982.7329**.