

**BAY AREA CHAPTER**



NORTH BAY · SAN FRANCISCO · GREATER OAKLAND  
SAN MATEO · SANTA CLARA

**May 9th class is full  
so we have added a  
second day**

# **How to Win The Fight on Change Orders & Claims**

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.

Presented by

**Anwar Hafeez**

SDC & Associates

**Monday, May 8, 2017**

**8:00 a.m. — 4:00 p.m.**

No charge for Member Firm Attendees

Lunch is included

## **Bay Area SMACNA Training Room**

7677 Oakport Street, Suite 805

Oakland, CA 94621

Tel: 510-635-8212

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**Please register via email to [npirrone@bayareasmacna.org](mailto:npirrone@bayareasmacna.org)  
or via fax to 510-635-0320**

Name \_\_\_\_\_ Company \_\_\_\_\_

Phone \_\_\_\_\_ E-Mail \_\_\_\_\_

Attendee Names \_\_\_\_\_

\_\_\_\_\_ Total # Attendees \_\_\_\_\_

# How to Win The Fight on Change Orders & Claims

## Work Shop Outline:

In this program you will learn:

- ◆ Why have Claims Escalated over 300% since 1979
- ◆ Why Submittal Approvals Does Not Get You Off the Hook !!!
- ◆ A Winning RFI System
- ◆ Daily Reports that Makes Your Company Money
- ◆ Types & Sources of Change Orders / Claims & Winning Strategies for Each Type
- ◆ Win Defective Documents / Conflicts & Omissions / Ambiguities Every Time
- ◆ Learn the Art of Pricing Change Orders / Negotiation Tips
- ◆ Pricing Delay & Disruption Claims
- ◆ Winning Strategies / Insider Tips
- ◆ Case Studies / Relevant Court Cases

## About the Instructor:

**Anwar Hafeez** is a nationally recognized and respected Civil Engineer and construction industry consultant who has personally supervised over \$1.4 billion in major construction projects. Mr. Hafeez has also successfully negotiated and settled over \$350 million in construction claims and change orders for SDC clients nationwide. His most notable projects include the San Diego Convention Center, Los Angeles Central Library, Los Angeles International Airport Expansion and Washington DC Subway System.

For most of his career he has served as the “man in charge” of overall project budgets, CPM schedules, subcontractor supervision, claims, and change order resolution. In over the past thirty years, Mr. Hafeez has pursued, evaluated, and successfully settled over \$350,000,000 in construction claims and change orders, offering a unique depth of experience in construction claims and dispute resolution with 99.9% successful settlement rate.

In 1994, after successfully completing the construction of the Los Angeles Central Library—including restoration of a 1920s landmark structure adjoining a new eight-story expansion wing, Mr. Hafeez founded SDC & Associates, Inc. as a San Diego-based construction consulting firm specializing in construction claims analysis, time extension analysis, CPM scheduling, construction management, training, dispute resolution, expert witness, and litigation support.

Mr. Hafeez is now a much sought-after litigation expert and alternative dispute resolution specialist; he has served as a panelist on a Dispute Review Board and, most recently, as a Certified Arbitrator and Mediator for cases of the California Contractors State License Board, as well as private disputes.