



Greater Michigan and Flint PMC's Learn At Change Order Seminar



Many contractors either lose money on contract revisions or fail to enhance the profit to their full entitlement. The Greater Michigan PMC recently sponsored a workshop *"Project Changes, the Effect on the Bottom Line"* to offer ideas, suggestions and recommended forms to improve the contractors' financial position and smooth out some site difficulties resulting from changes.

Participants gained the knowledge, and the material, to prepare, present and negotiate profitable project changes including being able to quickly locate the forms needed to process the information required to expedite the pending claims, or change orders.

They were made aware of the effect changes have on a construction projects final financial results.



Instructor for the program was Charles Gatecliff **(pictured above)**.

Chuck has been in the construction

industry for forty-eight years. His many job descriptions range from apprentice to owner. He has developed many programs to benefit the construction industry. He has been doing consulting and training for individuals, firms and organizations in the construction industry for fourteen years. He has held training seminars across the United States, Canada and Mexico.

This was the first of a series of programs that will be conducted for Greater Michigan PMC members and our partners the Flint Association of PMC.

