



**Attention Principal's ... Special Program for all
CEO's, CFO's and Project Managers ...**

Getting Paid Without Getting Sued: Collection Remedies and Strategy

P. Douglas Folk, Folk & Associates, P.C.

**Monday, July 27th – Luncheon 11:30 a.m. to 2 p.m.
University Club, 39 East Monte Vista, Phoenix**

As a result of the economic recession, many owners and developers are struggling to pay their engineering consultants. In some cases, the developer may well be losing the property to foreclosure or the project will be abandoned because it is no longer viable. When that happens, the former client has even less incentive to pay for the work it requested. Engineers face difficult choices and many questions in collecting their fees: *Should we file suit and risk offending a good client? Will the client retaliate with a malpractice claim? Will we ever get paid?*

This short talk will let you know what strategies are working and how best to protect your firm against the risk of bad debts or frivolous malpractice claims when you set out to collect your fees.

Topics covered include ...

- ✚ Terms that should, and should not, be in your contract
- ✚ Steps that must be taken to protect your legal remedies
- ✚ Reasons to retain ownership of plans and specifications
- ✚ Strategies for dealing with the owner's bankruptcy or foreclosure
- ✚ Collection strategies that work – and do not work – in this recession

Attendee(s) _____

Company _____ Phone (_____) _____

Address/City/Zip _____

Please make check in the amount of \$35 per attendee payable to ACEC/AZ

OR Charge to _____ Visa // _____ Master Card // _____ Am. Express

Cardholder Name _____ Card No. _____

Cardholder Signature _____ Exp. Date _____

**Register by Thursday, July 23rd on line at www.acecaz.org
or complete and return registration form to:
ACEC/AZ, 1309 Echo Lane, Phoenix 85020 or Fax to 602/995-2218.
Questions, call 602/995-2187**