

## CONTRACT

### Service Purchase Agreement

A service purchase contract (contract of work) or a company (contractor) has a contract between another person (the business owner) and a certain price agreed in advance. That is, the person serving is not dependent on the business owner. In this respect, the contract of employment is different from the service contract (employment contract). It does not create a business link. That is, the person serving is not dependent on the business owner. In this respect, the contract of employment is different from the service contract (employment contract). In this contract, the contractor has to make the job, take care, invoice cutting contracts. The business owner has obligations such as payment of fees, delivery of work, production of tools. Those who summarize expectations from producers and business owners who clean this thing and those who define the boundaries of the relationship between the business owner and the contractor and an agreed-upon price for an agreed-upon price for the construction or maintenance of the business owner will result in the construction or maintenance of the business owner. The business owner can also be used to a copy of the document.

# Construction Contract Negotiations Workshop

## WHO SHOULD ATTEND

In just 1 day, you will understand contracts and negotiation strategy better than 99% of your peers.

In this one-day workshop, you will learn how to:

- Translate the legalese (even indemnification!)
- Understand the traps and terms that put their companies at risk.
- Modify contracts in a way that the other side will accept.
- Ensure payment, even for unsigned change orders.
- Discover negotiation techniques and strategies you can employ for immediate impact.

## COURSE DATE & REGISTRATION

October 7, 2025

9:00am-5:00 pm Workshop

651 Danville Drive, Orlando, FL 32825

\$349 (CFC ABC Members) | \$449 (Prospective Members)

Includes workshop materials, and lunch

*CILB Provider # PVD404, Course #0609621, 1.5 CEUs Meets the one-hour business practice requirement*



### CANCELLATION POLICY

A cancellation number will be issued for requests that are received by 5 p.m. 5 days before the event. Any requests for a refund made after this date will not be processed.

- CEOs, CFOs, and COOs
- Project Managers and Superintendents
- Contract Analysts
- Risk Managers
- And any construction professional for whom knowledge of contracts is an integral part of their job.

**Construction is a tough business.**

**Margins can be tight.**

**Standards are exacting.**

**Risks can be incredibly high.**

## PRESENTER:

**JENNIFER A. ENGLERT, ESQ.**

Jennifer Englert is the founder and managing partner of The Orlando Law Group. Since 2009, she has grown the firm from one office in her living room to four locations and over 30 professionals. Her dedication to exceptional legal counsel, innovation, and community engagement makes her a trusted leader in Central Florida



**SCAN QR CODE TO  
REGISTER**

**QUESTIONS?**

**Email [training@abccf.org](mailto:training@abccf.org)**