



# **Client Strategies for Working with Construction Firms: Leading Lawyers on Structuring Agreements, Minimizing Contract Risks, and Understanding the Needs ... (Inside the Minds)**

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Client Strategies for Working with Construction Firms is an authoritative, insider's perspective on best practices for working with clients to resolve construction disputes. Featuring partners and chairs from some of the nation's leading law firms, these experts guide the reader through developing a client strategy, drafting contracts, and minimizing risks. From analyzing contract language to understanding the relationships of various parties involved, these leaders offer expertise on identifying the type and value of a project, deciding on the appropriate delivery method, and evaluating site constraints. These top experts offer a clear understanding of the various financial elements involved, such as the size of a company, complexity of the project, and the competition in the market. Additionally, these top lawyers give tips on evaluating indemnification, assessing waivers of consequential damages, and analyzing joint-ventures for mega projects. Finally, these experts evaluate current trends such as green buildings, high-performance buildings, collaborative project delivery methods, and changes in the use of electronic technology. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today as these experienced lawyers offer up their thoughts around the keys to navigating an increasingly-enforced and ever-changing area of law.

Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds editorial board to author a chapter for this book.

### **Chapters Include:**

1. Sean C. Gay, Attorney, Stoel Rives LLP "Properly Balancing Risk and Reward"
2. Ronald R. Rossi, Partner, Kasowitz, Benson, Torres & Friedman LLP "How to Use a Surety as a Hedge to Mitigate Risk on Joint Venture Mega-Projects"
3. Scott H. Stopnik, Partner, and Nicholas R. Caiazzo, Partner, Wilson, Elser, Moskowitz, Edelman & Dicker LLP "The Allocation of Risk: The Importance of Drafting Proper Indemnification and Hold Harmless Provisions, a Fifty-State Perspective"
4. Lawrence C. Melton, Special Counsel, Nexsen Pruet LLC "From Punch-List to Latent Defects: Incentives and Disincentives to Get the Work Finished and Repaired"
5. Mary Jane Augustine, Partner, McCarter & English LLP "Advising Clients on Design and Construction Contracts"

6. J. Mark Grundy, Partner, Greenebaum Doll & McDonald PLLC "Assisting Clients in Commercial Construction Projects: Meeting Regulatory Standards"

7. Margaret E. Greene, Attorney, Honigman Miller Schwartz and Cohn LLP "Structuring and Documenting the Owner-Contractor Relationship"

8. George Keith Martin, Partner, McGuireWoods LLP "The Construction Process from the Owner's Perspective"

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