



GETTING PAID

Contractors Rights in Collections & Bankruptcy

March 7, 2012
9:00am to 1:00pm

Associated General Contractors of Virginia
11950 Nuckols Road, Glen Allen

Lunch & Handouts Included

Part 1: When a Customer is Slow to Pay or Won't Pay -- Collections and Receivables Management

- How to develop internal procedures and billing policies to better collect
- How to identify debtor assets and other sources of recovery
- How to recognize and deal with problem customers
- How to identify a problem customer and better protect yourself in advance
- How to collect on a judgment

Part 2: When the Customer Files for Bankruptcy – Creditor Rights in a Bankruptcy

- What must you do and not do when someone in bankruptcy owes you money
- What options does a contractor have to collect when the customer files for bankruptcy
- What is the process for bankruptcy under Chapter 7, 11 and 13
- When should you file a proof of claim and monitor the case, and when is more involvement needed
- Mechanic's liens and bonds in bankruptcy cases
- Bankruptcies in ongoing projects... Stop or continue work

Part 3: When Your Employee Is a Debtor– Employer Rights and Responsibilities

- What actions can you take for and against an employee who has filed for bankruptcy
- What obligations do you have to the bankruptcy trustee
- What rights does the employee have
- What response must you provide to wage garnishments and demands from government agencies
- What steps you can and cannot take to protect your business if the employee is at risk for theft or embezzlement

Program presented by



How to Register:

- Register online @ www.agcva.org/calendar.aspx
- Fax form to 804-364-5511
- Mail form to:
AGCVA, PO Box 5700,
Glen Allen, VA 23058

\$95.00 AGCVA Members
\$190 Non-Members
lunch & handouts included



David G. Browne: practices commercial litigation and bankruptcy representing developers, contractors and subs in construction and contract disputes, and lenders and creditors in bankruptcy court and post-foreclosure collections.



Patrick C. Henry, II: practices commercial litigation and construction disputes, and collections and receivables management.

Registration Information:

Please register the following people for the March 7, 2012 Legal seminar in Glen Allen. My registration payment of _____ is enclosed to cover the cost of _____ attendees.

(\$95/AGCVA Member & \$190/Non-Members)

Name(s): _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

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Payment:

- Visa Mastercard
- AmEx Discover

Card #: _____

Exp Date: _____ CV2: _____

Printed Name (as it appears on card) _____

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Amount: _____

Cancellation Policy: Registrations MUST be cancelled 24 hours prior to the start of any seminar to receive a refund