

# MASTERING CONTRACTS: YOUR KEY TO CONTRACTOR SUCCESS

## Course Description.

It's called Contracting for a reason: Nearly every part of the project is governed by a contract. As a licensed contractor, you're required to have a written contract with your customer. For most of you, the specialty trades are performed under a contract. For many of you, most if not all of the trades are performed by folks who are not employees; those relationships need to be governed by a contract. Most general contractors in the residential area spend less time building and more time coordinating performance under a contract. This course pulls back the curtain of the contract to take the mystery out. Rather than some mysterious legal document meant to protect you, you'll discover that every contract, just like the projects it governs, has similar formula – the step-by-step set of instructions for building a successful project.

This course breaks down the parts of a explores the importance of using contracts. This course helps attendees understand the benefits and protections contracts provide. In addition, this course will explain the customization options for project-specific contracts.

## Learning objectives.

By the end of this course, attendees will understand: (1) why the contract is more important for a successful project than the plans and specs; (2) the magic words every well-drafted contract contains and how to use them; (3) the magic words required in a customer contract for a licensed contractor in Minnesota; (3) the benefits, and dangers, of a "One-size-fits-all" contract template; and (4) which contract templates you should have in your library and when to use them.

## Outline.

I.	Introduction .....	1 min.
II.	What Is A Contract .....	8 min.
III.	What does a contract do .....	8 min.
IV.	Terms every contract should include.....	15 min.
V.	Required terms in Minnesota and Wisconsin .....	10 min.
VI.	What templates should be in your suite .....	10 min.
VII.	Conclusion .....	1 min.
VIII.	Q&A .....	7 min.