

June 18
and 19

Online Seminar on Reading and Understanding Contracts In the Architectural Millwork Industry

See Next Page
For
Registration

I am sick and tired of seeing architectural millwork companies cave into outrageous contracts. Many other trades don't.

WHY DO YOU?

LEARN HOW TO STOP IT!



Seminar Offering:

Contracts in the Architectural Millwork Industry

Location: Your Office – This is an online Event



The Contract that the General Contractor sends you is rarely what you have to accept. Learn how to read and negotiate contracts.

The seminar will be conducted over two days:

Thursday, June 18, 2026, from 10 AM to 2:30 PM Eastern Time, and

Friday, June 19, 2026, from 10 AM to 2:30 PM Eastern Time.

There will be a 30 minute lunch break at noon each day.

Seminar Cost is \$495.00 whether for one, two, or three confirmed attendees from each company. See Hold Harmless on page 4. When seminar is completed and Hold Harmless is signed, you will receive at no cost (email):

1. The DMC Estimating and Project Management platform
2. A copy of the Seminar PowerPoint

See Seminar Syllabus on Page 3

To enroll in class, provide all information noted below, scan & email to dmc@millworkconsultant.com.

Student's Name Student's Name (if 2) Student's Name (if 3)
(up to 3 allowed for fee. Same price for 1, 2, or 3)

Register Here

Register Here

Student's Company Date

Email of Responsible Company Person: _____

\$495.00 Fee. Credit Card to be Charged upon receipt of this registration:

Name on Card: _____

Address Card Statements are Sent with Zip Code:

Account Number: _____

Expiration Date: _____ Security Code: _____

To Register, fill out the form above, Scan and Send to: dmc@millworkconsultant.com

Facilitator: Dave Creech, DMC Millwork Consultation – Google Teams or other freely available media.

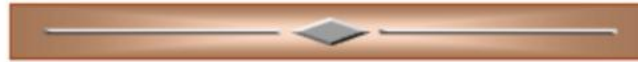
Who is DMC? DMC provides the following services to architectural millwork/ woodworking companies:

1. Efficiency Analysis.
2. Seminars on Estimating, Contract Negotiation, and Project Management.
3. Estimating through our estimating department overseen by Matt Creech, Partner.
4. Advice throughout the project from bid to final payment.
5. Contract Reviews.

See Seminar Syllabus on Page 3

DMC Millwork Consultation
Head Office:
14260 Gleneagle Drive
Colorado Springs, CO. 80921
719-488-2759

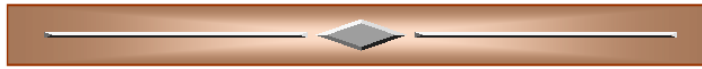
Satellite Office:
22752 Road G.2
Cortez, CO 81321
719-375-9470



DMC Continuing Education Series

Course Offering: Sub-Contracts for Architectural Millwork and Woodworking Companies – Syllabus

- I. The Business Model Explained
 - A. Who Invented This Business Model?
 - B. Why?
- II. Know What You're Signing
 - A. The Typical Contract
 - 1. How to Read Contracts
 - 2. The Parts of The Contract
 - 3. Construction Documents and Your Contract
 - a. The RFI and the Contract
 - b. The Contract and Your Proposal
 - c. Change Orders
 - 4. Lien Rights and Your Contract – When and How-To Lien A Project
 - 5. Mitigating the Problem of Only Getting Paid When the GC Gets Paid
 - B. The Typical P.O.
 - C. Who Signs the Contract?
 - 1. When to Sign the Contract In The Process
 - 2. What Does It Mean If You Sign A Contract That Ties You to The GC Contract with The Owner?
 - 3. The Kenny Rogers Model - "Know When to Hold 'Em, Know When to Fold "Em"
 - 4. The Pitfalls of Signing A One-Sided Contract
 - a. Landmines in the Contract
 - b. Landmines in Related Documents
- III. How Are You Bound by The Contract?
 - A. Contracts and the Legal Issues
 - 1. Standard Lawsuits
 - 2. Arbitration
 - B. When to Go to Court
 - C. Liquidated and Consequential Damages
 - D. How does the contract tie your hands with regard to Change Orders?
 - E. Mobilizations / Shipments and the Contract
 - F. Differences between Contracts and Purchase Orders
- IV. Integrating the Contract with Your Facility
 - Your Rights When There Are Delays
 - Using A CPR (Critical Path Report)
 - FSC, LEED and Your Contract
 - A Discussion of CSI Format
 - AWI and Your Contract
 - The AIA Contracts
- V. Relationship Building with Contracts
 - Intra-Company Communication and Your Contract
 - Your Contract and Production Schedules
- VI. Your Contract and Performance
 - Contracts and Production Schedules
 - Templating and Your Contract
 - How to Flatten Production to Meet A Tight Schedule Tied to The Contract
 - When Is the Owner to Be Contacted and How?
 - Pre-Qualifying Before Bidding Vs Bidding Before Pre-Qualifying
 - Your Contract and Bonding
 - How Much of Your Estimate Do You Provide to the GC?
 - What Happens If You Fail to Meet Your Contractual Obligations?
- VII. Summary



Dear Client,

To receive the DMC Estimate and Project Management Platform in Excel, and to protect business information of all attendees, you must sign a "Hold-Harmless" agreement with DMC. The form is included below and is also available from DMC at dmc@millworkconsultant.com. Once this form is signed, scanned and returned to DMC you will receive the Platform. Disregard this if you have already signed the Hold Harmless and returned it to DMC.

Hold Harmless Agreement – All Versions Ever Transmitted to You of the DMC Estimating and Project Management Platform in Excel

This HOLD HARMLESS AGREEMENT is made effective with the date of signing noted below and lasts to perpetuity.

1. WHEREAS, in exchange for the use of the DMC Estimating and Project Management Platform in Excel, the signatory noted below shall defend, indemnify, and hold harmless DMC Millwork Consultation (DMC) from any and all claims, lawsuits, demands, causes of action, liability, loss, damage and/or injury, errors in the platform, of any kind whatsoever (including without limitation all claims for monetary loss, property damage, equitable relief, personal injury and/or wrongful death), whether brought by an individual or other entity, or imposed by a court of law or by administrative action of any federal, state, or local government body or agency, arising out of, in any way whatsoever, any acts, omissions, negligence, or willful misconduct on the part of DMC Millwork Consultation (DMC), its officers, owners, personnel, employees, agents, contractors, invitees, or volunteers. This indemnification applies to and includes, without limitation, the payment of all penalties, fines, judgments, awards, decrees, attorneys' fees, and related costs or expenses, and any reimbursements to DMC Millwork Consultation (DMC) for all legal fees, expenses, and costs incurred by it.
2. Signatory and company noted below understands that the hyperlinks used for this platform written into Microsoft Excel. From time to time issues arise regarding Excel. Signatory and company noted below agree to check all work and confirm or repair any errors as a result of any part of the Excel program, and to hold DMC Millwork Consultation (DMC) harmless for any and all errors of any kind whatsoever.
3. Signatory and company below agree to not discuss, give or transfer any part of the DMC Estimating and Project Management platform publicly, including any blogs, review sites, the AWI community, social websites, professional websites, or any other locations, websites, or public venue. If this clause is violated, the full authority of this document will apply legally. Transfer of this file to any competitors of DMC Millwork Consultation is expressly forbidden.
4. The signatory below warrants that he/she has the legal power, right and authority to make this Hold Harmless agreement binding both the individual signatory, as well as the company listed. Signatures without a company name will not be acceptable. Company name without signatures will not be acceptable. All blanks must be filled in completely or this Hold Harmless agreement will be rejected by DMC Millwork Consultation (DMC).
5. No supplement, modification, or amendment of this Hold Harmless agreement shall be binding unless generated by DMC Millwork Consultation (DMC).
6. No waiver of any default shall constitute a waiver of any other default or breach, whether of the same or other covenant or condition. No waiver, benefit, privilege, or service voluntarily given or performed by a Party shall give the other Party and contractual right by custom, estoppel, or otherwise.
7. No attorneys' fees or court costs of any kind will be due signatory or company noted below for any reason whatsoever from DMC Millwork Consultation (DMC).
8. This Hold Harmless agreement contains the entire agreement between DMC Millwork Consultation (DMC) and the signatory and company noted below. This Hold Harmless agreement supersedes any prior oral or written statements or agreements between DMC Millwork Consultation (DMC) and the signatory and company noted below.
9. This Hold Harmless agreement shall be governed exclusively by the laws of the State of Colorado, without regard to conflict of law provisions. Signatory below is responsible for all attorney's fees and court costs by all parties if the need should arise to protect the interests of DMC Millwork Consultation.
10. Any lawsuit or legal proceeding arising out of or relating to this Hold Harmless agreement in any way whatsoever shall be exclusively brought and litigated in the courts of the county of El Paso, State of Colorado. Signatory and company below agree that a Change in venue is not allowed.

Signed and Agreed to:

Signature

Print Name

Date Signed

Your Title

Company Name (required)