Inside the Contractor's Mind:
Bidding, Change Orders, & Claims

Executive Summary

Scott Jennings and Patrick Mullen gave a very frank presentation on what runs through the contractor's mind in his/her creation of a bid, formulation of a changer order, and preparation of a claim. Both cost and time.

What's covered in this presentation?

This presentation presents reality. Without very little filter. Of how bids, change orders, and claims are prepared and presented. The good, the bad, and the ugly. The shady and the straight up.

What makes this audio worth listening to?

Scott brought real time anecdotes about why low bids are 30% different between #1 and #2.

Pat discusses his scrubs of schedules in which contractors include their own birthdays and personal family events in non-working day calendars.

My Story

Between Pat and I, there's nearly forty-five years of estimating, claim preparation, and scheduling between us. We haven't seen it all, but we've seen a lot.

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This presentation is educational and, frankly, entertaining. This was prepared for engineers and owners, but contractors will get something out of it too.

Happy listening! It's all here for you at this QR Code:

Work Safe!