



Wednesday, February 7, 2018

“Getting Paid ... The Good, The Bad, and The Ugly”
IT TAKES TEAMWORK!

- **CONTRACTS** ... It's crucial for Contractors to *read* their contracts *before* signing them to know what they're getting into.
- **PRELIMS** ... What prelims are, how to do them, and getting the information you need.
- **RELEASES** ... The timing of releases and how they need to be done.
- **COLLECTIONS** ... What happens if you don't get paid? How the supplier can help.
- **QUESTIONS & ANSWERS**

PANEL PRESENTATION:

- Barbara Conibear, ORCO Block & Hardscape
- Jenifer Dunseth, RCP Block & Brick
- Connie Quick, Thompson BM - SD

PANEL BIOS:

Barbara Conibear has been with [ORCO Block & Hardscape](#) for 11 years as the Credit Manager. She has 40 years' experience in the field of credit and collections as a credit manager and 25 years in the field of the Building industry with prelims and releases. Her previous employment included United Rentals, Xerox Corporation, ITT Financial, and director of operations reporting to Peter Ueberroth in the field of event management. Barbara offers a wealth of experience working with contractors. Her motto is simple: "Know when to hold them and know when to fold them... I believe in a win-win resolution and never make things personal."

Jenifer Dunseth has been with [RCP Block & Brick](#) for 12 years and in the Building Industry as Credit Manager with Westburn Supply (now Ferguson), CED Electrical, Hanson Aggregates (now Lehigh Hanson) and now with RCP Block & Brick Inc., for a total of 38 years in the Building Industry. Jenifer is familiar with all aspects of the issues being discussed this evening and the difficulties the contractors are having with collecting their payments. RCP works closely with their contractors to have fruitful outcomes with some difficult situations.

Connie Quick has been the Credit Manager for [Thompson Building Materials - SD](#) for 3 years. Before that she worked for US Concrete for 10 years, and then Oldcastle Precast purchased them and she was there for 1 year. Connie has worked in Credit for 30 years in one capacity or another. Thompson prelims any job over \$500 and works well with the contractors on what is expected, what is needed, and why it is needed in order to get paid with prelimiting its jobs.

DINNER LOCATION:

Hunter Steakhouse, Mission Valley
2445 Hotel Circle Place, San Diego 92108

**THERE WILL BE
HANDOUTS!**

SCHEDULE:

5:00 p.m. – Board Meeting
(Social Networking in the Bar for Early Dinner Meeting Arrivals)

6:00 p.m. – Dinner

CHOICE OF ENTRÉES: PETITE CUT PRIME RIB, NEW YORK STEAK, FOREST MUSHROOM CHICKEN, OR SALMON WITH HOLLANDAISE

6:45 p.m. – Chapter Announcements

7:00 p.m. – Program and Speakers

Stay for the raffle drawings at the conclusion of the meeting.



COST: Members: \$35.00* Non-members: \$40.00

* Each member firm receives 7 free dinners/year with their paid membership dues. The charge of \$35/person is applied after those 7 dinners have been used.

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