



NOVEMBER 2019 :

## SWEET STEPS TO PROFITABLE DESIGN PROFESSIONAL OR CONSTRUCTION CONSULTING PRACTICE

Profitability is an essential element for construction-related businesses. Increasing that profitability is the goal of this discussion. Participants in construction recognize that ensuring and increasing profitability includes taking affirmative steps to operate effectively and efficiently, and avoiding mistakes which can cause your business to incur substantial liability.

Steps are available to you to avoid risk and to protect your business and personal assets from exposure to the claims of others in construction to ensure profitability. These steps include the following:

1. Choose Carefully Who You Work With
2. Set Up and Operate Properly
3. Separate Your Assets
4. Get the Right Insurance
5. Understand Your Contracts
6. Use Mechanics Lien Law
7. Use the Legal System Carefully
8. Seek Attorney Help When Needed
9. Understand Bankruptcy
10. Stop Paying For Past Mistakes

### About the Speaker: Johnathan Sweet:

Jonathan J. Sweet is a Martindale-Hubbell AV-rated (highest rating possible) practicing litigation and transactional attorney in San Jose, CA. Jonathan regularly represents architects, owners, contractors, subcontractors and suppliers, contract negotiation, and civil litigation. He also serves as a mediator and arbitrator for those with disputes. He is the author of two law books, *SWEET ON CONSTRUCTION INDUSTRY CONTRACTS/MAJOR AIA DOCUMENTS*, (7th Ed., Wolters Kluwer Law & Business, 2020) and *AVOIDING OR MINIMIZING CONSTRUCTION LITIGATION* (John Wiley & Sons, 1993). From 2002 to 2015, Jonathan regularly lectured for Lorman Education Services on legal subjects. Jonathan has taught law courses at the University of San Francisco School of Law, San Jose State, and Lincoln Law School of San Jose. He has been a member of the AIA SCV local chapter since 2007. He was a member of the AGC Legal Advisory Committee from 1991 until 2008. He received his B.A. Degree from the University of California, Berkeley in 1978, and his J.D. Degree from the University of San Francisco in 1985. Since 1991 he has provided volunteer service to the Santa Clara County Superior Court, and the Santa Clara County Bar Association from 1991 to 2009.



**WHEN:** Thursday November 7, 2019  
**LOCATION:** Fiorillo's Restaurant  
 638 El Camino Real, Santa Clara, CA 95050  
**TIMES:** Board Meeting: 4:45 p.m.  
 Social Hour: 6:00 p.m.  
 Dinner: 6:30 p.m.  
 Program: 7:30 p.m.  
**MENU:** Buffet menu with meat and vegetarian selections,  
 dessert and salad included.

**COST:** Dinner is \$25 for CSI SCV Members (and spouses) and \$45 for Non CSI SCV Members (Includes gratuity and tax).  
**RSVP:** Please make your reservations on Brown Paper Tickets by noon on Thursday October 31, 2019.  
<http://csiscvNOV2019.brownpapertickets.com/>  
 Please contact Hannah Moyer if you have any questions regarding the event:  
[hannahmoyer2342@gmail.com](mailto:hannahmoyer2342@gmail.com)

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 PARTICIPANTS WILL RECEIVE 1 HR OF LEARNING UNITS.

