



**"We bring it all together"**  
**STEEL ERECTORS ASSOCIATION OF AMERICA**

## ***SEAA Convention Workshop: Avoiding Contract Traps***



During the SEAA Convention in New Orleans, **Attorney Sewall C. "Spike" Cutler, Jr.** will be sharing common-sense strategies for finding and disarming traps and tricks you may find in your contract documents.

"Contracting," is how we do business yet how many of us don't read – *or understand* – the contracts we sign? Spike will discuss contract formation, scope, schedule, changes, delays, claim & dispute resolution on a basic level from the trade contractor's perspective.

Learn about what new – and harmful – language is showing up in contracts, how trade contractors can leverage their affiliations and relationships for better contracts, and how a few key areas of change can make a huge difference when trouble raises its ugly head. Learn to recognize and avoid contract language that puts your company behind the eight ball.

*The best lawsuit is the one you avoid* – and a little effort at the contracting stage can head off most litigation, and improve your chances of prevailing when you have to fight.

Sewall C. "Spike" Cutler, Jr. is a founding Shareholder in the Dallas law firm, Cutler-Smith, P.C. A 1992 graduate from the Southern Methodist University School of Law in Dallas, Spike's practice has consistently revolved around the representation of clients engaged in the commercial construction industry, with a predominant focus on representing commercial construction trade subcontractors, with clients in all trades.

Spike is General Counsel for the Subcontractors Association of the Metroplex, Inc., the United Masonry Contractors Association, the Independent Electrical Contractors - Dallas and the Independent Electrical Contractors of Texas, serves on the Board of Directors and the Legislative Council of the Independent Electrical Contractors of Texas and is a member of the Attorneys' Council of the National Subcontractors Alliance. An advocate for the subcontracting industry, he is a frequent speaker on legal issues of concern to construction professionals, including bidding practices, contract negotiation, lien and bond law and project management risk control.