



WORTHINGTON  
& ASSOCIATES LTD.

ONE  
DAY

COURSES

IN-HOUSE SEMINARS with ROBERT C. WORTHINGTON, LLB

## Secrets of Contract Management

When we form supply and services contracts, we want to believe everything will work well and usually, our contracts reflect this optimism. Unfortunately – especially in troubled times when economies are contracting and companies are looking to save money – sometimes, failure to plan can become ‘planning for failure.’ Such failures can not be avoided in all cases but many can be minimized in their adverse effects – if we have the right tools in our contracts – and if we act carefully.

Contractual agreements are much more than mere words agreed to on a piece of paper. Contracts are also about relationships. These relationships need to be managed if they are to achieve the goals of the contract. There are a host of external issues between the parties that affect both contract formation and enforcement, for better or for worse. And, there are a myriad of reasons why a Contract Manager must spend time, effort and money to manage contractual relationships. There is one reason, however, that stands out above the rest, and that has to do with law and legality. Mistakes in legal aspects of contracts can spell disaster, logistically and financially, for everyone in the contract matrix. In this seminar, you will learn what the important legal aspects of contract management are, and how to manage your contracts to maximize contractual success and minimize the legal risk inherent in contracting.

**WHO SHOULD ATTEND:** Private and public sector purchasers and managers; vendors and contractors who supply goods and services; anyone who hires or manages service contractors and suppliers for their organization; bidders and sub-trade contractors; and anyone who wants to learn more about how to make exceptional, enforceable contracts. The course will be of particular interest to anyone who works directly with contracts and contract documents.

**TESTIMONIALS ABOUT BOB’S CONTRACT SEMINARS:** A five star course - right across the board! Excellent course, very relevant and extremely well presented. The instructor had an incredible wit to accompany his tremendous knowledge and teaching ability. He used real examples, making the presentation practical & applicable to my job description. Bob’s seminars are a *must* for every contracting professional! A real eye opener! Great course!

### IN-HOUSE SEMINARS

#### DATES

Seminar dates are available now!

#### LOCATION

Your Office, Your City

#### FEES

- Fees are based on a flat daily teaching rate + incidental expenses + taxes
- We can custom-design course presentation based on your company’s contract documents.
- Train 12 – 40 staff for the same flat fee!
- For a custom seminar proposal and price quote, call today!

#### BOOKINGS

To book a seminar for your organization, please contact:

EML rcworthington@shaw.ca  
TEL 604-488-0114

**Add a keynote presentation to your booking and save \$ !**

All participants receive a detailed set of seminar materials to use as a reference.



### ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Robert C. Worthington, LLB, has taught purchasers and contract managers throughout Canada for over 26 years, specializing in the laws of contract, competitive bidding, and procurement. He has written two books on contract and procurement law, designed especially for contracting and procurement professionals. Robert’s books and law courses are entertaining as well as informative. For more information, please visit his website at [www.purchasinglaw.com](http://www.purchasinglaw.com).