



# GETTING PAID

Contractors Rights in Collections & Bankruptcy

March 7, 2012  
9:00am to 1:00pm

Associated General Contractors of Virginia  
11950 Nuckols Road, Glen Allen

Lunch & Handouts Included

**Part 1: When a Customer is Slow to Pay or Won't Pay -- Collections and Receivables Management**

- How to develop internal procedures and billing policies to better collect
- How to identify debtor assets and other sources of recovery
- How to recognize and deal with problem customers
- How to identify a problem customer and better protect yourself in advance
- How to collect on a judgment

**Part 2: When the Customer Files for Bankruptcy – Creditor Rights in a Bankruptcy**

- What must you do and not do when someone in bankruptcy owes you money
- What options does a contractor have to collect when the customer files for bankruptcy
- What is the process for bankruptcy under Chapter 7, 11 and 13
- When should you file a proof of claim and monitor the case, and when is more involvement needed
- Mechanic's liens and bonds in bankruptcy cases
- Bankruptcies in ongoing projects... Stop or continue work

**Part 3: When Your Employee Is a Debtor– Employer Rights and Responsibilities**

- What actions can you take for and against an employee who has filed for bankruptcy
- What obligations do you have to the bankruptcy trustee
- What rights does the employee have
- What response must you provide to wage garnishments and demands from government agencies
- What steps you can and cannot take to protect your business if the employee is at risk for theft or embezzlement

**Program presented by**



**How to Register:**

- Register online @ [www.agcva.org/calendar.aspx](http://www.agcva.org/calendar.aspx)
- Fax form to 804-364-5511
- Mail form to:  
AGCVA, PO Box 5700,  
Glen Allen, VA 23058

\$95.00 AGCVA Members  
\$190 Non-Members  
*lunch & handouts included*



**David G. Browne:** practices commercial litigation and bankruptcy representing developers, contractors and subs in construction and contract disputes, and lenders and creditors in bankruptcy court and post-foreclosure collections.



**Patrick C. Henry, II:** practices commercial litigation and construction disputes, and collections and receivables management.

**Registration Information:**

Please register the following people for the March 7, 2012 Legal seminar in Glen Allen. My registration payment of \_\_\_\_\_ is enclosed to cover the cost of \_\_\_\_\_ attendees.

**(\$95/AGCVA Member & \$190/Non-Members)**

Name(s): \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

**Payment:**

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**Cancellation Policy: Registrations MUST be cancelled 24 hours prior to the start of any seminar to receive a refund**