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Negotiating From Strength: Making the Most of the New ASA Bid Proposal and Addendum

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ForConstructionPros.com

October 2011

Trade contractors generally do not give sufficient effort to insure that the contract language they agree to in subcontracts is fair and reasonable. To the contrary, many subcontractors throughout the country, when asked if they try to negotiate fair contract terms with general contractors, will respond, "If I don't sign their contract as it stands, my competition down the road will." In other words, subcontractors often believe that they are powerless to negotiate any favorable terms with general contractors. This article is intended to dispel that notion with two very effective tools: ASA's revised bid proposal form and addendum. To read this article in its entirety click [here](#).