

Publications & News

Publications and Presentations

Offit Kurman Attorney Wojciech "Voytek" Jackowski to Host "Negotiating with Owners for Architects" CEU Event with SARA NY

September 27, 2024

Offit Kurman construction law attorney Wojciech "Voytek" Jackowski will present "Negotiating with Owners for Architects" in partnership with the Society of American Registered Architects (SARA NY). The event will take place at Offit Kurman's New York office on November 6, 2024.

This program is designed to equip architects with the skills and strategies necessary to negotiate effectively with property owners, from initial contract discussions to project completion. The session builds on a previous program focused on managing risks for architects and will offer valuable insights into navigating complex negotiations while fostering positive, professional relationships with property owners.

Key Topics Include:

- **Preparation and Planning:** Understanding owner priorities, setting clear objectives, and using research to support positions.
- **Communication Skills:** Techniques for building rapport, handling conflicts, and resolving challenges with property owners.
- **Contract Negotiation Strategies:** Key clauses to protect architects, strategies for negotiating fees, and managing additional services.
- **Risk Management:** Identifying and mitigating risks, legal compliance, and the use of insurance and indemnity clauses.
- **Closing the Deal:** Reaching mutually beneficial agreements, documenting agreements clearly, and maintaining long-term positive relationships.

RSVP is required. Register [here](#).

Related People

- Wojciech "Voytek" Jackowski

