



# Fast Track Contracting

## November 1 & 2, 2018

Two full days of instruction!

Speaker: Mark Grieco, Esq., Attorney at Law

The objective of this course is to present moderate to advanced principles of contracting. Contract development is a core corporate function. The ability to properly draft, understand and negotiate contract clauses is a key skill for all business professionals. Through lecture and practice, this seminar will teach students how to form accurate, binding, and effective contracts that protect the company before, during and after the sales team is done. In addition, students will participate in detailed discussions of key terminology and clauses that they will be able to use when forming agreements. At all times, the focus is on the four key elements of deliverables, dollars, time and risk. A fast-paced contract negotiation highlights important concepts.

- New Legal Trends
- Contract Formation
- Dealing With Stakeholders
- Interpretation of Contract Language
- New Contract Clauses
- Statement of Work
- Software & Data Technology

**Where:** Anchorage Coast International Inn (Near the Airport)

**When:** November 1 & 2, 2018, 8:00 a.m. - 4:30 p.m. (both days)

**Cost:** \$465 ISM members; \$515 non-members  
Lunch and snack included both days

Seminar cost includes attendance at ISM-AK Pro-D meeting with a special presentation, "Project Management for Procurement Professionals", a look at managing the contract after award. Thursday evening 11/01/2018, 5:30pm

### About the Instructor, Mark Grieco, Esq.



Mark Grieco is an attorney, a member of the Florida Bar, and senior partner at Grieco & Scalera, PA, a firm specializing in contract law, corporate law, real estate, trusts and estates, family law, technology, intellectual property and insurance litigation. In addition to his law practice Mr. Grieco is a world-wide lecturer in the field of contract law and purchasing. He teaches courses in contracts, business practices, negotiations, e-commerce and ethics. He has taught business professionals for such diverse companies as Disney, FP&L, Holcim, Sony, Kodak, Oracle, Coca Cola, and GE. Mr. Grieco has an undergraduate degree in business, an MBA and a Juris Doctor degree. He has published two books. One on divorce called Divorce: a four letter word and another book on contracts called Purchasing, Contract Law, UCC & Patents. He is working on his third book

---

Submit Registrations to Todd Santangelo: [ismaktreasurer@gmail.com](mailto:ismaktreasurer@gmail.com)  
Or ISM-Alaska, Inc., Attn: Director of Education, P.O. Box 93047, Anchorage, AK 99509-3047  
For additional information email: [ismaktraining@gmail.com](mailto:ismaktraining@gmail.com)



ISM – Alaska, Inc.

Registration Form

Fast Track Contracting

November 1 & 2, 2018

Name & address below will be used for sending certificate of completion. Please print clearly

Member ISM or ISM-Alaska \_\_\_\_ Yes \_\_\_\_ No

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

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

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

Method of Payment:

\$465 Member  \$515 Non Member

Please check if you plan to attend the evening Pro-D session (cost is included above)

Check (please attach)  Purchase Order Number \_\_\_\_\_ (please attach copy)

Credit card ISM-Alaska accepts Visa and Master Card. You will receive an invoice from PayPal for payment (You do not need to be a PayPal member or use a PayPal account when making payment).

SIGNATURE: \_\_\_\_\_

**3 persons on the same funding document get member price**

This course will qualify for fourteen (14) hours of continuing education credit **Including State of Alaska Procurement Officer Certification.**

Submit Registrations to Todd Santangelo: [ismaktreasurer@gmail.com](mailto:ismaktreasurer@gmail.com)  
Or ISM-Alaska, Inc., Attn: Director of Education, P.O. Box 93047, Anchorage, AK 99509-3047  
For additional information email: [ismaktraining@gmail.com](mailto:ismaktraining@gmail.com)