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**Business Practice**  
**Interchange ~ *BPI***

**FREE ASAC**  
**Membership Benefit**

*YOU Cannot Afford*  
*To Miss*

**PLAYERS AND PAYERS**  
**KNOWING WHO THE PLAYERS ARE**  
**AND HOW THEY PAY AFFECT YOUR**  
**COST AND IMPROVE YOUR**  
**PROFITABILITY**

# Business Practice Interchange

**Question:** BPI—What is it?

**Answer:** BPI stands for Business Practice Interchange. It is a service provided for subcontractor members of ASAC, in these formats.

*Format 1: Association Meetings & Events*

*Format 2: Phone referral service every working day, all year*

**Question:** What happens at the BPI discussion meetings?

**Answer:** There is a moderator and/or ASAC's General Counsel at each meeting. The moderator serves as a facilitator for discussion, and the attorney monitors to be certain that only first-person experience is discussed. You, the member, may send in, information about, and/or come prepared to give as well as receive current information referencing General Contractors and Builders.

The moderator begins the discussions by stating that members have requested information on the following jobs or contractors and builders. You are asked to respond with first person, first-hand, true experience. When the jobs or contractors you are interested in come up for discussion, the others are asked for the same input. Remember—these discussions are limited by law to only first person, true knowledge, admissible in a court of law.

**Question:** What is the Purpose of BPI?

**Answer:** A professional subcontractor is an informed businessman or businesswoman. We endeavor to provide attendees with knowledge of contractors with whom a member company may intend to do business. The information may assist you to make an informed but independent business decision. **IT IS NOT** a credit reporting service.

**Question:** Is there a cost for this service?

**Answer:** There is no extra charge for this membership service. It is included in your membership dues.

**Question:** What about confidentiality?

**Answer:** You are enjoined from giving opinions or hearsay information at the meetings, or as a result of information you receive at meetings. The information is for **YOUR** business use only! Any information you offer at the meeting or in response to a request from an ASAC staff member is also confidential.

**Question:** What happens at BPI meeting to help me run my business?

**Answer:** Free legal advice is available during the "Ask The Attorney" segment of the BPI. Informal information segments with or without speakers, are provided on: ASAC programs, future meetings, upcoming events, other member services tax and accounting information, updating computer technology, contract clauses, lien law information, bonding etc.

**Question:** How long are the meetings, and when are they held?

**Answer:** BPI meets periodically following ASAC Member Business Breakfast. for an hour.

## IT'S EASY TO GET SMART ~

Attend Business Practice Interchange. Ask about the company in question. If you do not get the information you need...then call 303-759-8260. Tell the staff person you need BPI information. (First you must identify yourself as an ASAC member in good standing). Your membership will be verified. If the information is available (and the data base increases daily), you will receive:

1. Names of subcontractors who have any previous experience with the company.
2. Any information on the public records that we may have
3. The exact name of the GC/Construction Manager, or Builder you are researching, (including any local branches).

*Think...! You estimate factors for labor, material, weather and working conditions when you bid. But-what about:*

- *PLAYERS AND PAYERS/ KNOWING WHO THE PLAYERS ARE AND*
- *HOW THEY PAY WILL AFFECT YOUR COST AND IMPROVE YOUR PROFITABILITY.*