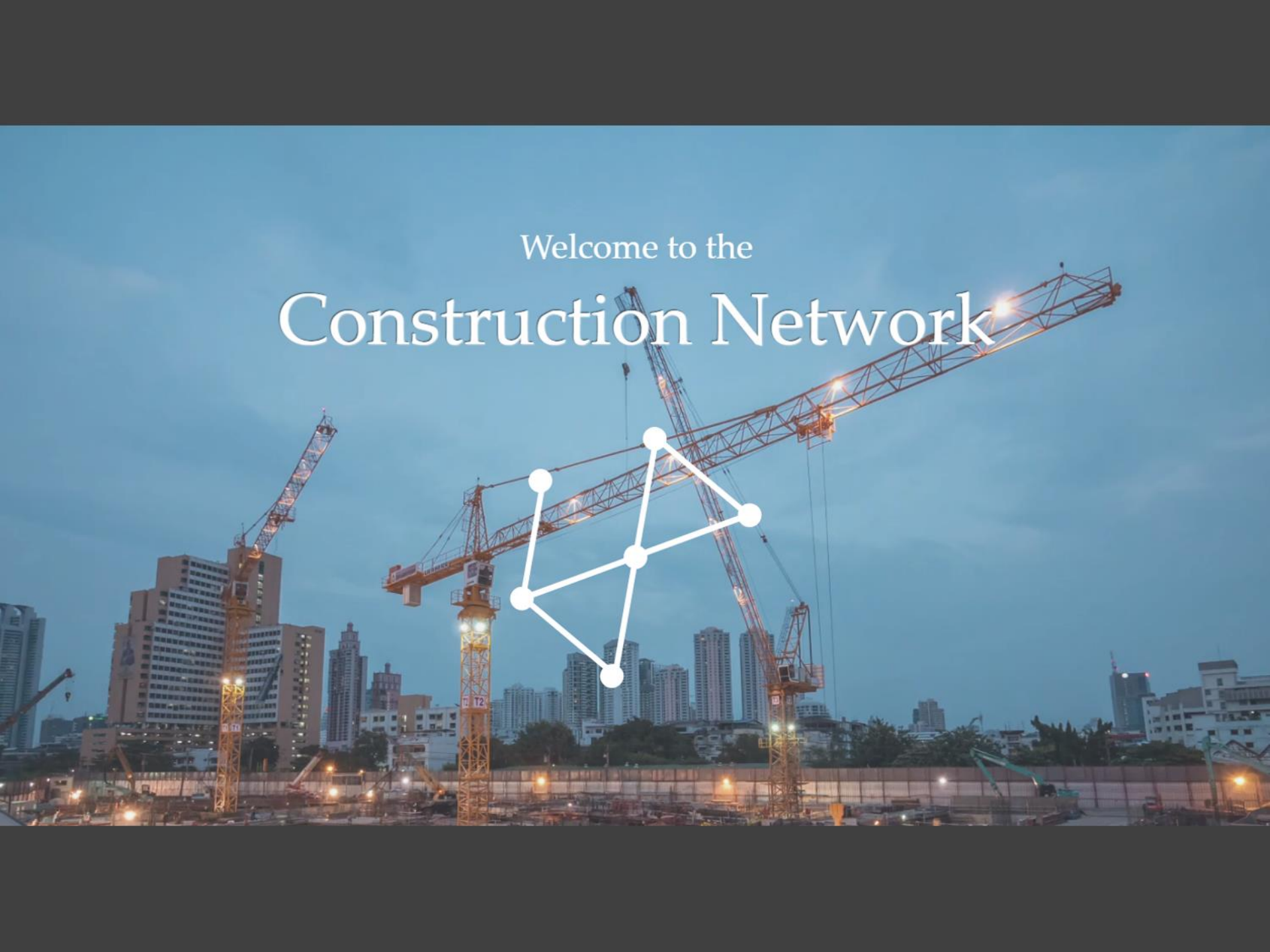


Welcome to the
Construction Network



How to Get Paid for What We Do!

Grant Hamilton

The Construction Network



“A man is not paid for having
a head and hands, but for
using them.”

Elbert Hubbard 1856-1915



Agenda

- Getting Paid for What we do
- Knowing your Schedule of Works
- Recognising additional work
- Reporting additional work
- What I'm going to Stop, Start and Continue doing!
- Things to Remember!



Getting Paid for What We Do

- Perception of Directors – “Are we claiming everything we should be?”
- Perception of Project Managers “We are claiming everything we should be!”
- Site Managers – stuck somewhere in the middle....
- How can you play your part in making sure we get paid for what we do?



Knowing your Schedule of Work

- How well do you know the Schedule of Work?
 - If I was to test you could you tell me exactly what has been agreed?
 - How often do you refer to the Schedule?
 - Are we at home to Mr Assumption?
- Knowing your Schedule and what is included and what's not is key to making sure that we're not taking money & time out of the job!



Recognising Additional Work

- Knowing the content of the Schedule of Works is key!
- If the client is asking you to change something or do something differently it is potentially “additional work”
- “It is always better to report what you consider to be additional work and let us deal with it than not do anything”
 - Mike Taylor - Senior QS



Reporting Additional Work

- There are a number of ways you can do this. These are:
 - Log the query on the Project Windows 365 group
 - And nag people to respond
 - Speak directly to the PM or QS to make them aware
 - Record it somewhere on the site file
 - If all else fails report it on the Site Foreman Windows 365 group



Things to Remember

- We need to ensure that we are capturing all the work we do.
- If we do additional work it can:
 - Put more stress and strain on the job
 - Takes profit and time out of the job
 - Can give the wrong impression to the client if we have to negotiate later to get more money out of them!
- IF IN DOUBT, REPORT IT AND THE QS WILL SORT IT OUT!

