



## **Insider Secrets About The Design / Construction Industry**

1. Architectural and construction contracts are designed to transfer most of the monetary risk to your church.
2. General Contractors go to school to learn how to generate change orders which increase your project cost.
3. The old adage “The devil is in the fine print” is true, because if you don’t read the contracts thoroughly, you will be paying hidden costs that were buried in the fine print.
4. If you don’t like a design solution prepared by the architect you still have to pay him.

5. Most architectural design estimates underestimate the bid prices by 30% to 50% or more.
6. The real negotiations begin between the winning General Contractor and his sub-contractors.
7. There will be change orders caused by the architect, and you will have to pay for them.
8. There is no incentive for an architect to negotiate lower change order costs, because they also get paid on the value of the change order.
9. The markups on change orders by a General Contractor are greater than the markup on the original bid price.
10. An architect has no risk if your church is never built.
11. It is not the architect's responsibility to determine the type of ministry space to build, how much space to build or what your congregation can afford to build. This is your responsibility.
12. When a general contractor works out of one checkbook, your money can be used to pay his costs on other projects.
13. The average number of days for a sub-contractor to get paid is 60 plus days. The usual explanation is that the church hasn't paid the General Contractor yet.

Knowledge is power so to schedule a no-cost, no-obligation on-site or on-line seminar call: 800-878-4945 ext. 118 or email us at [mconkright@myler.com](mailto:mconkright@myler.com). The Myler seminar is packed with over forty years of wisdom and knowledge. Don't hesitate to take advantage of this valuable free service while it lasts.



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**National Corporate Offices: 970 N. Englewood Dr.**

**Crawfordsville, Indiana 47933**

**800.878.4945**

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