

# Are You Sure You Want to Sign That Contract?

## MSA's BPIE Program Helps Subs Make the Right Choice!

### WHAT IS BUSINESS PRACTICE INFORMATION EXCHANGE?

BPIE is monthly discussions of the business practices of general contractors. You, as a member, have database access to hundreds of general contractors. You also have access to a list of subcontractors who have had business dealings with GCs. You have access to factual, current information on the business practices of those with whom you intend to do business.

### WHAT BPIE IS NOT.

BPIE is not a credit reporting service, nor the opportunity to slam those general contractors you don't like. All sessions are monitored and controlled by our member attorney and/or moderator of the meetings. These meetings usually take place at our monthly general membership meetings.

### CAN BPIE REALLY HELP?

*"The first BPIE contact our company made saved us \$50,000!"*

Paul Barrett  
Barrett Concrete Cutting Equipment

*"Utilizing DCMSA's BPIE [program] has prevented us from working with unfair clients. BPIE is worth 10 times our annual dues!"*

Sheldon Shapiro  
Shapiro & Duncan

*"BPIE has helped our company gain information on prospective clients and their business practices. That has been instrumental to our success."*

Jerry Strieter  
Southern Insulation, Inc.

**BPIE is only accessible to members of DCMSA.**



**Join MSA Today. Start Making  
Smarter, More Informed Decisions.**

For more information, call (703) 366-3666.

**DO NOT SIGN  
THAT CONTRACT! ...**

**BPIE MEMBERS ONLY!**