



Construction Receivables, Risk & Legal Experts

Authors • Speakers • Entrepreneurs

Media Kit 2017

About *zlien*

zlien makes lien rights easy. *zlien*'s cloud-based platform makes lien rights easy, empowering a fair payment process for the construction industry.

Construction firms, contractors, suppliers, lenders, owners, and other project stakeholders nationwide use *zlien* to eliminate the administrative headaches and legal guesswork associated with lien waiver exchanges, preliminary notices, and mechanics lien compliance, enabling them to minimize financial risk and achieve a more seamless, transparent, and fair payment process.





Scott Wolfe Jr



Scott Wolfe Jr, a thought leader in the construction industry, combines his construction background, tech experience, entrepreneurial spirit, and legal education to bring a unique perspective to the construction industry's greatest challenge: getting paid.

Scott is the founder of zlien, a venture-backed construction payment platform.

A licensed attorney in six states, his writing has appeared in the New York Times, CFMA's Building Profits, Supply House Times, Construction Executive, and tED Magazine. He has been a Keynote Speaker for the American Subcontractors Association annual conference, and speaks regularly at CFMA events.



Nate Budde



Chief Legal and Product Officer, Nathan Budde, manages the legal integrity of zlien's products, processes, and resources.

Nate is also the Chief Content Officer & Editing Director of the Costruction Payment Blog; the construction industry's leading publication on financial and financial risk management.

Nate is a licensed attorney. He was a Managing Editor of and published in the Tulane Journal of International and Comparative Law.

zlien Is An Active Thought Leader In The Construction Industry

Contributing Author To

Click on the publications below to see published
articles by *zlien*

zlien's Construction Payment Blog

Fieldwire

ASA Contractors Compass

For Construction Pros

Construction Business Owner

Multibriefs

Construction Executive Risk Management

tED Magazine

Construction Executive Tech Trends

Press Kit

zlien Primary Logo
PNG

zlien Secondary Logo
PNG

For Press Inquiries Email
press@zlien.com

More Information Can Be Found On
zlien Newsroom



“ It has been a real pleasure to work with Scott. He regularly submits articles to run on our site, and I can always count on them to be well-written and well-researched. They help our audience in the construction industry become more informed about their finances, which is the true cornerstone of any business.

- RONNIE RICHARD -
PUBLICATION MANAGER, **MultiBriefs**

“ Nate Budde is a knowledgeable and prolific author on the subject of mechanics' liens, surety bond claims, credit policies and financial risk. As a frequent contributor to Construction Executive Risk Management, he provides well-written content and meets deadlines.

- MARLA MCINTYRE -
EDITOR, **Construction Executive Risk Management**

“ I regularly look to Scott to keep up on the latest in construction law.

- CHRISTOPHER HILL -
Construction Law Musings

“ Great at explaining different strategy options in a way a nonattorney can understand.

- DIRECTOR OF FINANCE -
DIRECTOR OF FINANCE, **Graybar Electric**

“ What amazes me about Scott is his vision.

- MATT HANDAL -
Trauner Consulting Services, Inc

Speaking Topics



Is “Lien” a 4-Letter Word?

Building Better & Stronger Relationships with Liens Construction, it is said, is a relationships business, and sometimes, that means that “lien” is a 4-letter word. Nevertheless, hundreds of thousands of lien waivers, liens, and lien related documents are exchanged or filed every year. Can lien rights and strong relationships intersect? This presentation digs into how liens and lien waivers fit into the industry, and specifically discusses how these rights can make relationships stronger. Attendees will be able to:

- Understand the public policy reasons and background behind lien & bond claim laws.
- GCs: Will identify how to decrease lien exposure by embracing lien rights of subs and suppliers.
- Subs/Suppliers: Identify how to improve relationships with other project participants by embracing lien rights.
- Describe exactly what lien waivers are supposed to do and how they should be connected to construction paymen.
- Explain how to analyze or draft fair & legal lien waivers.

The Payment Dance in the Construction Industry

What is a bigger problem, subcontractor default risks, or payment abuses?

More than 200 years ago, Thomas Jefferson invented the mechanics lien right and therein established the right of construction suppliers and subcontractors to get paid as a bedrock principle of the nation. Ever since then, there has been tension between the top and bottom of the chain about payment timing, rights, and abuses. GCs and owners fear subcontractor default and double payment. Subcontractors and suppliers fear non-payment and payment abuses. This presentation digs into the industry’s payment dance. Attendees will be able to:

- Understand the public policy reasons and background behind lien & bond claim laws.
- Describe rights that can leveraged to mitigate the risk of nonpayment or payment abuses.
- Describe the tools and rights available to mitigate subcontractor default and lien exposure.
- Explain how industry predators abuse payment processes to unfairly leverage against other participants.
- Explain how to get positive results with fair & ethical practices.

Selected Speaking Engagements

- Is Your Computer Smarter Than You? ASA SubExcel 2015 Conference, Keynote Speaker.
- Is Lien is a 4 Letter Word? CFMA Louisiana Chapter, November 2014.
- Protecting your business from a recovering economy. CFMA Construction Carolinas Regional Conference, October 2014.
- The Rights Deprivation Industry, ThyssenKrupp Credit & Collections Conference, February 2014.

Selected Honors & Awards

- 2014: NOEW Jim Coulter Pitch Winner
- 2013: NOEW PowerPitch Winner
- 2009: Leadership In Law Hall of Fame
- 2008: Innovator of the Year, City Business

Featured Or Profiled In

