

Reflections on a Great AGC Weekend



Two weeks ago, I had the pleasure of going to [Hot Springs, VA](#) for the [AGC of Virginia's](#) annual conference. The days were cold, but the company (my wife) and the friends were great.

As always, it was a blast. I got to catch up with friends in the Virginia construction industry from across the state. Just from a networking perspective, the “face time” that I get from these events is amazing. I always return with at least a couple of new contacts that inevitably grow into friends.

This year's gathering was a bit more intimate, down about 200 people from 2009. While this may be a by-product of the economy, the smaller gathering was in many ways more laid back and relaxed, allowing more interaction. Also, that the convention included over 300 people in the Virginia construction industry shows that commercial construction in Virginia continues to be a viable and healthy, if trimmed down, industry. This was good to see.

I have written before about how just membership in the AGC has [helped me grow my practice](#) and make new contacts and friends. Participation in these events not only helps to grow my practice, but reminds me of why [I enjoy representing](#) general contractors, subcontractors and other construction industry professionals on a daily basis.

I truly believe that [attorneys](#), as people who generally deal with risk and the problems of construction, need to get to gatherings like this to laugh and have fun with clients and other friends. Getting to interact this way dulls the potential cynicism of day-to-day dealings with that thankfully small percentage of cases where major problems occur.

My advice for all attorneys (in the construction field or otherwise) is to enjoy your clients and take the time to have fun with the people you represent. I know that I do.

Please check out my [Construction Law Musings Blog](#) for more on Virginia construction law and other topics.