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## COMMUNICATION AT FEASIBILITY STUDY STAGE

While the written contract may be the most important piece of information about a construction project, the process of deciding what will be in that contract begins well before it is finally drafted and signed. It is only human nature that assumptions and expectations about the project will be locked in early. That is why it is imperative to make sure the client and the design professional are talking the same language and seeing the same process. When it comes to contract language, it can be very difficult, if not impossible, to move the client off a position that has been settled since discussions began.