

## VISIT OUR PARTNERS' BOOTHS

### MANUFACTURER

### BOOTH

AZEK Building Products	W6371
Baldwin Door Hardware	S3416
Bradford White Corp	W2519
Broan - Nutone LLC	W2553
Builder Partnerships	W6983
C.H.I. Overhead Doors	S523
Danze	W1570
Dow Building Solutions	W3683
DuPont Tyvek	W4071
ECi Mark Systems	W5575
Electrolux Central Vacuum System	W5887
Emser Tile	S1810
Environmental StoneWorks	W7481
Fieldstone Architecture & Engineering	W5388
Formica Corporation	W217
Fox Blocks by Airlite Plastics Co	S242
Fypon	W4041
GAF	W3852
Goodman Manufacturing Company	P11, S876
Guild Quality	W5477
Icynene - Lapolla	W6483
InSinkErator	W1129
Johnson Controls / Rapid Response	W4353

### MANUFACTURER

### BOOTH

Kichler	W5942
Kwikset	S3416
Legrand	W5183
Lennox Industries	W3671
Mitek	W3141, W5045
Monarch Materials Group	S1525
NanaWall	W3990
Nisus Corporation	W6191
Noritz American Corporation	W7583
Organized Living	W5952
Professional Warranty Services Corporation	W5383
Progress Lighting	W4441
Propane Education & Research Council	P9
Protecto Wrap Company	W6453
Royal Building Products	W3840
Rubbermaid	W6571
Shinn Group, The	W6983
Therma - Tru Doors	W4041
TracPipeCounterStrike	S1140
Trane / American Standard HVAC	W7943
Uponor	W5958
Wayne - Dalton	W7539
Weiser Lock	S3416

builderpartnerships.com



Shinn  
**Builder  
Partnerships**

Builder Partnerships  
Recommends the Following  
Programs and Manufacturers



NAHB International Builders' Show  
JANUARY 9 - 11, 2018  
ORLANDO, FL

Booth W6983

# BUILDER PARTNERSHIPS RECOMMENDS...

## TUESDAY, JANUARY 9

9:00 - 11:00	Web Stream	Show Village: Live	DuPont Tyvek Alan Hubbell, Global Marketing Manager
10:00 - 10:30	W6983	Ten Considerations to Obtain Winning Designs in Popularity and Profits	Ed Hauck Builder Partnerships
11:00 - 11:30	W6983	<b>The Anatomy of a Variance</b>	<b>Chuck Shinn</b> <b>Builder Partnerships</b>
11:00 - 12:00	W311C	Visioning & Design: 3 Big Steps to Align Home & Community for a Truly Incredible Place to Live	Saussy Burbank Jim Burbank
11:00 - 1:00	Web Stream	Show Village: Live	Lita Dirks & Co., Lita Dirks, CEO Propane Education & Research Council, Jesse Marcus, Director, Residential & Commercial Business Development
1:00 - 1:30	W6983	Eliminate Discounts.....Increase Sales!	John Kamin Builder Partnerships
1:30 - 4:30	W300	How Do I Avoid This? Conquering Home Performance Errors Before & After Construction	Dow Building Solutions, Brian Lieburn Addison Homes, Todd Usher
2:00 - 2:30	W6983	Breaking the Cycle of Unreliable Schedules	Matt Collins Builder Partnerships
3:00 - 3:30	W6983	Gross Profit – First Line of Defense	Emma Shinn Builder Partnerships
3:00 - 5:00	Web Stream	Show Village: Live	Thrive Home Builders, Gene Myers, CEO
3:30 - 4:30	W311A	Double Play: Designs that Appeal to Boomers and Millennials	Lita Dirks & Co, Lita Dirks BSB Design Inc, Stephen Moore
3:30 - 4:30	Tangerine Ballroom	60 Design Ideas in 60 Minutes	BSB Design David Copenhaven
3:30 - 4:30	W304C	The Smart Bet: Better Homes. Better World. Better Profits	Hibbs Homes, Matt Belcher Addison Homes, Todd Usher

## WEDNESDAY, JANUARY 10

10:00 - 10:30	W6983	Tips for an Extraordinary Design Center	Ed Hauck Builder Partnerships
10:30 - 11:30	W311A	Density Done Right	BSB Design David Copenhaven
10:30 - 11:30	W304A	Business Process Improvement: Making the Connection Between Higher Stakeholder Value & Improved Workflow	Lifestyle Homes, Trent Cragun Stylecraft Builders, Doug French Jagoe Homes Inc, Scott Jagoe
10:30 - 11:30	W307C	Fine Tuning Your 55+ Strategy: Build, Design & Sell to the New Boomer Buyer	Lita Dirks & Co, Lita Dirks Traditions of America, Jay Goldberg
10:30 - 11:30	W311G	Tech & Touch: The Formula for A Successful Homebuyer Experience	Angela McKay Lasso Data Systems
11:00 - 11:30	W6983	Reaching Millennials; Is It Possible? What Works and What Doesn't!	Brad Bombardiere Realty Concepts
11:00 - 1:00	Web Stream	Show Village: Live	Goodman Manufacturing Company, Brandon Franks, Director National Accounts
12:00 - 2:30	W314 Foyer	The Designer Is In: Architecture, Land Planning & Interior Design Plan Review	BSB Design Ed Binkley, AIA
1:00 - 1:30	W6983	Keeping Score: Measuring Your Trades Will Drive Improvements	Matt Collins Builder Partnerships
1:30 - 2:30	W304C	Start, Finish & Close Your Homes On - Time, Every Time: How to Implement a Successful Centralized Scheduling System	Providence Homes Rob McKisick
2:00 - 2:30	W6983	How to Monitor your Sales Team for Results	John Kamin Builder Partnerships
2:30 - 4:30	W314 Foyer	The Designer Is In: Architecture, Land Planning & Interior Design Plan Review	Lita Dirks, & Co. Dionne Koehler
3:00 - 3:30	W6983	Top 10 Marketing Must Have's in 2018	Brad Bombardiere Realty Concepts
3:00 - 5:00	Web Stream	Show Village: Interview	BSB Design Steve Moore, Senior Partner - Marketing Director
3:00 - 5:30	IBS Live, S218	Under 40 Builders: Panel Discussion & Mixer	Monica Wheaton, CEO, Builder Partnerships Ed Kubiak, Vice President, Beechen & Dill Homes/ Summit Signature Homes, Burr Ridge, IL

## THURSDAY, JANUARY 11

8:30 - 9:30	W311A	Put Your Money Where Your Community Is: New Amenities for Lifestyle Buyers	Charter Homes & Neighborhoods Rob Bowman
8:30 - 9:30	W311G	Greater Expectations: Essential Traits of the Modern - Day Sales Manager	CB Jeni Homes and Normandy Homes Nancy Scott
10:00 - 10:30	W6983	Breaking the Cycle of Unreliable Schedules	Matt Collins Builder Partnerships
10:40 - 11:20	W230	Keep it Simple Without Getting Left Behind: What You Are Doing Wrong with Your CRM	Lasso CRM David Betcher
11:00 - 11:30	W6983	Ten Considerations to Obtain Wining Designs in Popularity and Profits	Ed Hauck Builder Partnerships
1:00 - 4:00	W300	Advanced Strategies to Attract & Convert More Online Leads	The Providence Group of Georgia, LLC Kelly Fink
1:30 - 2:30	W311C	Building Resiliency: Lessons from the Field	Truland Homes Tom Stokes

## Builder Partnerships Achievement Awards

Competitive Advantage | Industry Recognition | Valuable Feedback



Application deadline is January 15, 2018. Apply today!