



Seminar Catalog

Management

Managing for Profit

Organizing for Profit and Control

How to Get Organized

Land Development

Executive Summit

2019 – Champion Performance in the Race to Excellence: Critical Measurements for a Winning Team

2018 – Achieve Peak Production Performance: Home Building as a Manufacturing Process

2017 – Revival of the Housing Industry: Position Your Company for the Next Generation

Strategy

Profitable Homebuilding Strategies

The Selection Process: Winning Strategies

New Product Development

Surviving the Market

Finance and Accounting

Managerial Accounting

Advanced Financial Strategies

Estimating and Purchasing

Advanced Estimating

The Art of Purchasing

Purchasing, Estimating and Job Costing

Accurate Estimating = Cost Control

Advanced Purchasing: Negotiating Workshop

CADD

Production

Production Management

Production Workshop

The Superintendent's Job: Front Line Manager

Advanced Superintendent

Short = Sweet: Cutting Waste

Process Mapping: Cycle Time Reduction

Quality



On-Demand Training

Management

Planning for Superior Profit

Employer of Choice Principles: Proven Solutions for Home Builders

Establish a Value Score Card and Get the Best Performance from Your Trades

Strong Teams Win! Become the Builder of Choice

Simple Cost Saving Ideas

Strategy

Winning Operational Practices: Design and Product Development

25 Critical Mistakes Builders Make

Pricing Homes to Market

How Many Homes Do I Need To Sell To...

Finance and Accounting

Measuring Results: Key Management Reports to Guide You to Profitability

Estimating and Purchasing

Winning Operational Practices: Back Office Processes

Streamline the Purchasing Process

Simplify Estimating

Production

Winning Operational Practices: Field Supervision and Cost Control

Under Development-

Superintendent certification program

1 to 1 ½ hour sessions, weekly (*Total 20-week course*)

Residential construction materials and methods – 10 weeks (*“Technical” piece*)

Managing the job site - 10 weeks (*“How To” piece*)