The 2021 NAHB International Builders' Show®

Education & Events List as of 10/27/2025

Name	Туре	Date	Location
Marketing and Communicating with the Aging in Place Client (CAPS I)	Pre-Show Course	Available 24/7	Virtual
Advanced High-Performance Building: Best Practices for Climate Zones	Pre-Show Course	Available 24/7	Virtual
Design Concepts and Methods for Livable Homes and Aging in Place (CAPS II)	Pre-Show Course	Available 24/7	Virtual
Estimating: The First Line of Defense for Profits	Pre-Show Course	Available 24/7	Virtual
Land Development I: Getting Started, Business Management & Financing	Pre-Show Course	Available 24/7	Virtual
Path to Gold: The Complete New Home Salesperson	Pre-Show Course	Available 24/7	Virtual
Project Management	Pre-Show Course	Available 24/7	Virtual
Land Development II: Strategic Innovation & Execution	Pre-Show Course	Available 24/7	Virtual
The Project Schedule as a Planning and Communication Tool	Pre-Show Course	Available 24/7	Virtual
Associates of Excellence Awards	Awards Ceremony	Available 24/7	Virtual
Young Professional Awards	Awards Ceremony	Available 24/7	Virtual
Building Science Symposium	Pre-Show Course	Available 24/7	Virtual
Business Accounting: A Road Map to Profitability	Pre-Show Course	Available 24/7	Virtual
Business Management for Building Professionals	Pre-Show Course	Available 24/7	Virtual
Details and Solutions for Livable Homes and Aging in Place (CAPS III)	Pre-Show Course	Available 24/7	Virtual
Financial Management	Pre-Show Course	Available 24/7	Virtual
How to Craft a Winning Digital Marketing Strategy	Pre-Show Course	Available 24/7	Virtual
Site Planning	Pre-Show Course	Available 24/7	Virtual
Train the Trainer	Pre-Show Course	Available 24/7	Virtual
Job Costing: The Road Map Continues	Pre-Show Course	Available 24/7	Virtual
Website Best Practices for Maximum Lead Generation	Pre-Show Course	Available 24/7	Virtual

Name	Туре	Date	Location
The New American Home & The New American Remodel Tours - Tuesday	Tour	Available 24/7	Virtual
DCW Opening Ceremonies, Featuring Emmitt Smith	Keynote	Available 24/7	Virtual
5 Proven Processes to Boost Team Efficiency & Client Satisfaction	Building Knowledge Session	Available 24/7	Virtual
Building for Today's Buyer: Data, Trends & Strategies for Attainable, Livable Homes	Building Knowledge Session	Available 24/7	Virtual
Built to Sell: Unshakeable Sales Power in Any Market	Building Knowledge Session	Available 24/7	Virtual
Metrics, Smetrics: How to Track the Numbers That Truly Matter	Building Knowledge Session	Available 24/7	Virtual
Offsite Meets Onsite: Hybrid Construction for Speed, Savings & Efficiency	Building Knowledge Session	Available 24/7	Virtual
People Over Process: Exposing the Hidden Killer That's Costing You Sales	Building Knowledge Session	Available 24/7	Virtual
2026 Multifamily Market Outlook	Building Knowledge Session	Available 24/7	Virtual
3 Journeys of Builder & Remodeler Growth: Strategies & Lessons Learned	Building Knowledge Session	Available 24/7	Virtual
Al is Your MVP: Train & Coach Your Team to Win	Building Knowledge Session	Available 24/7	Virtual
Avoid Margin Loss & Unlock Hidden Profit Through Smarter Project Management	Building Knowledge Session	Available 24/7	Virtual
Know Before You Go! 50 Must-See Products & Services at IBS 2026	Building Knowledge Session	Available 24/7	Virtual
Profitable Processes: How Successful Builders Streamline, Delegate & Grow	Building Knowledge Session	Available 24/7	Virtual
Reshaping Home Building: Innovative, Efficient & Affordable Communities That Last	Building Knowledge Session	Available 24/7	Virtual
Shatter The Sales Stereotype: Redefining What Makes a Top Sales Performer Today	Building Knowledge Session	Available 24/7	Virtual
The 7 Habits of Highly Effective Builders	Building Knowledge Session	Available 24/7	Virtual

Name	Type	Date	Location
Creating Al Workspaces That Support Every Part of Your Marketing Hub	AI & Tech Studio Session	Available 24/7	Virtual
5 Trends Set to Reshape Home Improvement in 2026 & Beyond	Presentation	Available 24/7	Virtual
BFR Boom: How to Develop, Finance & Build Communities That Last	Presentation	Available 24/7	Virtual
Dopamine Décor: The Science & Style Behind Designing Bold, Joy-Filled Homes	Presentation	Available 24/7	Virtual
Double Your Conversion Rate Without Spending More	Presentation	Available 24/7	Virtual
Sculpted in Style: The Future of Luxury Interiors in Modern Living	Presentation	Available 24/7	Virtual
Data-Powered Growth: AI & Innovative Tech for Land Planning & Business Expansion	AI & Tech Studio Session	Available 24/7	Virtual
A Better Bottom Line: Mastering Cash Flow, Profit Protection & Sales Growth with Diligence	Building Knowledge Session	Available 24/7	Virtual
AI, Demystified: Field-Tested Tools to Streamline Builds, Protect Margins & Reduce Headaches	Building Knowledge Session	Available 24/7	Virtual
Budget-Friendly Marketing: 3 Marketing Pros, 3 Builder Sizes, 3 Winning Strategies	Building Knowledge Session	Available 24/7	Virtual
Design Sells: Create Affordable Homes Buyers Want & Can Afford	Building Knowledge Session	Available 24/7	Virtual
Effective Even-Flow Scheduling For Shorter Build Times & Higher Profits	Building Knowledge Session	Available 24/7	Virtual
From Hesitation to Homeowner: How to Close More Sales in a Reluctant Market	Building Knowledge Session	Available 24/7	Virtual
Get Up to Speed on the 2024 International Energy Conservation Code (IECC)	Building Knowledge Session	Available 24/7	Virtual
Maximizing Trade & Supplier Relationships in a Tough Market	Building Knowledge Session	Available 24/7	Virtual
The Approvals Gauntlet: Navigating Zoning & Entitlements for Attainable Housing	Building Knowledge Session	Available 24/7	Virtual
CTRL + ALT + CONNECT: How OSCs Use AI & Empathy to Reboot the Sales Journey	AI & Tech Studio Session	Available 24/7	Virtual
Shop Talk: Supercharging Sales with AI - Possibilities, Realities & Pitfalls	Discussion	Available 24/7	Virtual
Designing Accessible Multifamily Housing: Avoid Costly Mistakes & Legal Pitfalls	Presentation	Available 24/7	Virtual

Name	Туре	Date	Location
Exit Smart: Building a Strategic Business Plan for Your Future Transition	Presentation	Available 24/7	Virtual
From Browsing to Belonging: Website Personalization that Converts	Presentation	Available 24/7	Virtual
From Builder to Developer: Turn Construction Profits into Generational Real Estate Assets	Presentation	Available 24/7	Virtual
How AI & Machine Learning Reduce Callbacks & Drive Continuous Improvement	AI & Tech Studio Session	Available 24/7	Virtual
10 Risk-Reward Strategies for Smarter Lease-Ups in 2026	Building Knowledge Session	Available 24/7	Virtual
An Insider Guide to 2026 Design & Product Trends	Building Knowledge Session	Available 24/7	Virtual
Out with the Old: Modern Marketing Plans That Actually Work	Building Knowledge Session	Available 24/7	Virtual
Reimagining the Buyer Journey: Builder Lessons from Fashion, Tech & Hospitality	Building Knowledge Session	Available 24/7	Virtual
Scaling with Intention: Signs You're Ready & Steps to Get There	Building Knowledge Session	Available 24/7	Virtual
Stop Chasing, Start Closing: No-Nonsense Sales for Profitable, Low-Drama Projects	Building Knowledge Session	Available 24/7	Virtual
Take Control of Project Costs! Practical Cost & Change Order Management Strategies	Building Knowledge Session	Available 24/7	Virtual
The Outlook: 2026 Housing & Economic Forecast	Super Session	Available 24/7	Virtual
Unlock Cash Flow & Regain Control Without Debt, Fees or More Sales	Building Knowledge Session	Available 24/7	Virtual
Shop Talk: 10 Strategies to Reboot Your Trade Relationships	Discussion	Available 24/7	Virtual
10 Strategies to Build Buyer Confidence & Cut Cancellations In Uncertain Times	Building Knowledge Session	Available 24/7	Virtual
Lead-Converting AI: 2x Appointments & Record Sales for Southern Homes	AI & Tech Studio Session	Available 24/7	Virtual
NAHB/Builders Mutual Safety Award for Excellence (SAFE) Ceremony	Awards Ceremony	Available 24/7	Virtual
Next Gen Insights: What Young Pros Want in Floor Plans, Elevations & Interiors	Building Knowledge Session	Available 24/7	Virtual

Name	Туре	Date	Location
Private Builder Playbook: Proven Strategies to Win in a Big Builder World	Building Knowledge Session	Available 24/7	Virtual
Replace Yourself in Sales: 5 Steps to Creating a Team That Closes	Building Knowledge Session	Available 24/7	Virtual
Avoiding Costly Mistakes: Remodeling Project Management Best Practices	Presentation	Available 24/7	Virtual
Luxury Rules: Elevating Kitchens & Baths for Every Budget	Presentation	Available 24/7	Virtual
The Nationals Awards Gala featuring 55+ Housing, Global Innovation and NAHB Honors	Awards Ceremony	Available 24/7	Virtual
IBS House Party	Reception	Available 24/7	Virtual
The New American Home & The New American Remodel Tours - Wednesday	Tour	Available 24/7	Virtual
Profitable Design Strategies for Adaptable Living	Presentation	Available 24/7	Virtual
Unlocking Sales Potential: The Hidden Skills Your Team is Missing	Presentation	Available 24/7	Virtual
NAHB Meeting of the Members & Leadership Council	Presentation	Available 24/7	Virtual
Cut Costs, Keep Quality: 6 Proven Strategies for Attainable Homes	Building Knowledge Session	Available 24/7	Virtual
MAP It Out: The Best Route for Moving Aging Inventory	Building Knowledge Session	Available 24/7	Virtual
Neighborhood Main Streets & Missing Middle Housing: How to Deliver What the Market Wants	Building Knowledge Session	Available 24/7	Virtual
Re-Designing Design: Practical Ways Al Enhances the Process	Building Knowledge Session	Available 24/7	Virtual
Remodeling by the Numbers: Market Outlook & Business Benchmarks for 2026	Building Knowledge Session	Available 24/7	Virtual
Servant Leadership: Turning Trust Into Performance & Profitability	Building Knowledge Session	Available 24/7	Virtual
Smarter Value Engineering: Teaming with Trades to Cuts Costs, Not What Sells	Building Knowledge Session	Available 24/7	Virtual
Stop the Scroll: Brand Storytelling That Grabs Attention, Inspires Trust & Makes the Sale	Building Knowledge Session	Available 24/7	Virtual
Unleash the Power of Your Software: Digital SOPs, Systems & Processes Made Simple	AI & Tech Studio Session	Available 24/7	Virtual

Name	Туре	Date	Location
The Experience: Mastering Customer Care During & After the Build	Super Session	Available 24/7	Virtual
Estimating & Beyond: How AI is Transforming the Entire Pre-Construction Process	AI & Tech Studio Session	Available 24/7	Virtual
Nail Your Niche: How to Stand Out, Scale Up & Sell More	Presentation	Available 24/7	Virtual
3 Simple Strategies to 5% More Profit	Building Knowledge Session	Available 24/7	Virtual
Big Sales & Marketing Wins on a Small Builder Budget	Building Knowledge Session	Available 24/7	Virtual
Collaboration Over Chaos: The Power of Unified Pre-Construction	Building Knowledge Session	Available 24/7	Virtual
Density Done Right: Attainability Without Sacrificing Livability	Building Knowledge Session	Available 24/7	Virtual
Home Trends, Buyer Preferences & Most Likely Features for 2026	Building Knowledge Session	Available 24/7	Virtual
Listen Smarter, Communicate Clearer: Build Trust, Reduce Conflict & Get Results	Building Knowledge Session	Available 24/7	Virtual
No More Callbacks: The Secrets to Error- Free Execution in Construction	Building Knowledge Session	Available 24/7	Virtual
Remodeler Pre-Construction that Boost Profits, Clarity & Client Confidence	Building Knowledge Session	Available 24/7	Virtual
Swipe, Scroll, Sell: Making Social Media Your Best Sales Center	Building Knowledge Session	Available 24/7	Virtual
The New Search Landscape: 5 Moves to Outrank & Outperform in a Zero-Click World	Building Knowledge Session	Available 24/7	Virtual
6 Game-Changing Marketing Tools You'll Wish You Started Using Yesterday	Presentation	Available 24/7	Virtual
Beyond the Punch List: Smarter Aftercare to Protect Margins & Build Loyalty	Presentation	Available 24/7	Virtual
Big Solutions in Small Spaces: ADU Design & Planning Essentials	Presentation	Available 24/7	Virtual
Leveraging Rent Roll & DSCR for Financial Success	Presentation	Available 24/7	Virtual
Soft Remodel, Big Impact: High Performance Strategies for Smarter Living	Presentation	Available 24/7	Virtual

Name	Туре	Date	Location
Stack Chat: Building a Marketing Tech Stack That Fits Your Business & Buyers	AI & Tech Studio Session	Available 24/7	Virtual
3 Keys to Winning Floor Plans: Right-Sized, On-Trend, Margin-Boosting	Building Knowledge Session	Available 24/7	Virtual
A Builder's Guide to Navigating the Built-for- Rent Boom	Building Knowledge Session	Available 24/7	Virtual
Beyond the Base Price: Maximizing Profitability Through Strategic Pricing	Building Knowledge Session	Available 24/7	Virtual
Breaking the 12 Barriers to Offsite Construction Success	Building Knowledge Session	Available 24/7	Virtual
Ditch the Spreadsheets: 3 Builders Who Proved the Power of Business Intelligence	Building Knowledge Session	Available 24/7	Virtual
Get Them to Do What You Ask: The ABCs of Team Accountability	Building Knowledge Session	Available 24/7	Virtual
Profit-Protecting Design-Build: Smarter Budgets, Cash Flow & Client Fit	Building Knowledge Session	Available 24/7	Virtual
The Brave Leader Blueprint: Elevating Sales Teams with Courage, Clarity & Consistency	Building Knowledge Session	Available 24/7	Virtual
Winner Techs All: Smarter Tools for Online Sales & Marketing Success	Building Knowledge Session	Available 24/7	Virtual
Your Secret Sales Weapon: Using Back- Office Tech Win Bigger, Better Jobs	Building Knowledge Session	Available 24/7	Virtual
Emerging Tech Trends Builders Need to Know: The Best of CES 2026	AI & Tech Studio Session	Available 24/7	Virtual
Build a Brand That Sells: Marketing Strategy for High-End Remodels	Presentation	Available 24/7	Virtual
Choose Trade Partners That Create Value, Not Headaches	Presentation	Available 24/7	Virtual
Data-Driven Design: Strategies That Sell Homes Faster & For More Money	Presentation	Available 24/7	Virtual
Frustrated by Your Tech? How Collaboration Can Deliver Tools That Truly Work	AI & Tech Studio Session	Available 24/7	Virtual
8 Business Essentials to Drive Profitability, Performance & Growth	Building Knowledge Session	Available 24/7	Virtual
Building Materials in Flux: Pricing Trends, Trade Dynamics & Supply Chain	Building Knowledge Session	Available 24/7	Virtual

Name	Туре	Date	Location
Designing & Developing Attainable Housing That Works: Smart Solutions for Lasting Impact	Building Knowledge Session	Available 24/7	Virtual
Elevate Your Elevations: Create Streetscapes & Exteriors That Sell Homes	Building Knowledge Session	Available 24/7	Virtual
Increase Velocity, Decrease Cycle Time: Streamlining Workflow for Profit & Peace of Mind	Building Knowledge Session	Available 24/7	Virtual
The Rally: Unstoppable Sales — 5 Pillars to Stand Out, Win Buyers & Sell More in 2026	Super Session	Available 24/7	Virtual
The Success Sweet Spot: Balancing Structure & Creative Freedom for Maximum ROI	Building Knowledge Session	Available 24/7	Virtual
8 Al Tools for 3-5 Point Margin Gain	Building Knowledge Session	Available 24/7	Virtual
Al Chatbots & Assistants: Better Leads, Faster Follow-Up, More Sales	AI & Tech Studio Session	Available 24/7	Virtual
Building Accountable Crews Who Deliver (Even When You're Not There)	Building Knowledge Session	Available 24/7	Virtual
Future-Proof Your Funnel: Brand, Media, AI & More to Keep (Cautious) Leads Moving	Building Knowledge Session	Available 24/7	Virtual
Land Development for Newbies: Real Talk, Real Tools, No Fluff	Building Knowledge Session	Available 24/7	Virtual
Mastering the Client Experience From First Contact to Final Walkthrough	Building Knowledge Session	Available 24/7	Virtual
Change Orders: Best Practices for Smooth, Profitable Projects	Presentation	Available 24/7	Virtual
Design First: Smarter Strategies for Climate-Responsive Homes	Presentation	Available 24/7	Virtual
Elevating Customer Touchpoints Through 'Unreasonable Hospitality'	Presentation	Available 24/7	Virtual
Best in American Living™ Awards sponsored by SMEG, featuring Design, Multifamily, Offsite Construction and Remodeling	Awards Ceremony	Available 24/7	Virtual
IBS Young Pro Party	Networking	Available 24/7	Virtual
The New American Home & The New American Remodel Tours - Thursday	Tour	Available 24/7	Virtual
Mastering TikTok: Start Now, Stand Out, Sell More	Presentation	Available 24/7	Virtual
Al in Action: How Builders Are Using Al to Boost Efficiency & Client Satisfaction	Building Knowledge Session	Available 24/7	Virtual

Name	Туре	Date	Location
Complete Placemaking: Designing Neighborhoods That Stand Out & Sell Out	Building Knowledge Session	Available 24/7	Virtual
Fix the Friction: Build Connected Buyer Journeys That Convert & Refer	Building Knowledge Session	Available 24/7	Virtual
Mix It Up: The Power & Profit in Product Diversification	Building Knowledge Session	Available 24/7	Virtual
Practical Strategies to Maximize Remodeling Margins	Building Knowledge Session	Available 24/7	Virtual
Site Selection Reimagined: AI & Instant Intelligence for Faster, Smarter Development Decisions	AI & Tech Studio Session	Available 24/7	Virtual
Smart Strategies to Strengthen & Diversify Your Revenue Streams	Building Knowledge Session	Available 24/7	Virtual
The Belonging Blueprint: Creating Wellness, Connection & Community in Multifamily Living	Building Knowledge Session	Available 24/7	Virtual
Global Home Building Symposium	Networking	Available 24/7	Virtual
The Blueprint: How Innovation-Driven Design & Construction Is Reimagining Attainable Housing	Super Session	Available 24/7	Virtual
Exit Smart: Building a Strategic Business Plan for Your Future Transition	Presentation	Available 24/7	Virtual
Revolutionizing Scheduling & Productivity with AI-Powered Project Management	Presentation	Available 24/7	Virtual
The Al-Driven Buyer: Adapting Your Strategy to Meet the Modern Home Search	Presentation	Available 24/7	Virtual
7 Ways to Cut Costs, Reduce Waste & Streamline Construction	Building Knowledge Session	Available 24/7	Virtual
Built to Last: Beating Burnout & Finding Balance in a High-Pressure Industry	Building Knowledge Session	Available 24/7	Virtual
Higher Profits & Happier Customers Through Intentional Design	Building Knowledge Session	Available 24/7	Virtual
Selling Wellness in Kitchens & Baths: Design That Feels as Good as It Looks	Building Knowledge Session	Available 24/7	Virtual
Tackling the Talent Shortage: How to Build a High-Performing Team That Lasts	Building Knowledge Session	Available 24/7	Virtual
Pre-Sale Power: Visual Tools & Tactics That Supercharge Your Sales	AI & Tech Studio Session	Available 24/7	Virtual

Name	Туре	Date	Location
2025 NGBS: Must-Know Changes for Multifamily	Presentation	Available 24/7	Virtual
Digital Chemistry: How Storytelling + Tech Can Win Buyers' Hearts (& Sales)	Presentation	Available 24/7	Virtual
Lead the Way in Age-Friendly Homes for a Multigenerational Future	Presentation	Available 24/7	Virtual
No Margin, No Mission: Finding Balance While Building Big	Presentation	Available 24/7	Virtual
Simplify Your Financial Management: Less Stress, Smarter Business Decisions	Presentation	Available 24/7	Virtual
Simplifying Automation: 5 Practical Ways to Streamline Design & Documentation	AI & Tech Studio Session	Available 24/7	Virtual
Beat the Algorithm: Smarter Posts, Stronger Results	Presentation	Available 24/7	Virtual
How to Build a Construction Company That Runs & Grows Without You	Presentation	Available 24/7	Virtual
Leveraging Tech & Innovation for Remodeling Efficiency & Customization	Presentation	Available 24/7	Virtual
The New Rules of Floor Plan Design: What Today's Buyers Really Want	Presentation	Available 24/7	Virtual
Smarter Jobsites: How Builders Are Using AI & Tech to Boost Visibility & Performance	AI & Tech Studio Session	Available 24/7	Virtual
10 Secrets for Driving More Margin at Each Phase of the Build	Building Knowledge Session	Available 24/7	Virtual
26 Creative Marketing Ideas for 2026	Building Knowledge Session	Available 24/7	Virtual
Contracts, Insurance & AI: Strategies to Reduce Liability & Manage Risk in 2026	Building Knowledge Session	Available 24/7	Virtual
Data-Backed Unit Plans, Amenities & Upgrades for Higher Rental Rates & Happier Residents	Building Knowledge Session	Available 24/7	Virtual
Social Media Done On Your Own: Simple. Authentic. Affordable. Effective.	Building Knowledge Session	Available 24/7	Virtual
2026 Best of IBS Awards Ceremony & Toast	Awards Ceremony	Available 24/7	Virtual
Black Builder & Mentor Mixer	Networking	Available 24/7	Virtual
IBS Closing Concert featuring Brothers Osborne	Concert	Available 24/7	Virtual