

The 2021 NAHB International Builders' Show®

Education & Events List as of 1/27/2021

Name	Date	Time
5 Steps to Improving Your Bottom Line by 5% ()	Mon, Jan 1	1:00 am - 2:00 am
Adapt or Be Left Behind: Lessons Learned from Online Sales Counselors ()	Mon, Jan 1	1:00 am - 2:00 am
Airtight Done Right: Simple & Efficient Strategies for Improved Home Performance ()	Mon, Jan 1	1:00 am - 2:00 am
Beyond 'Boost': Effective Facebook Ad Setup ()	Mon, Jan 1	1:00 am - 2:00 am
BIM Demystified: A Look at the Future of Residential Construction ()	Mon, Jan 1	1:00 am - 2:00 am
Blending Popular Custom Home Design Trends with Realistic High Performance Building Strategies ()	Mon, Jan 1	1:00 am - 2:00 am
Breaking the Barrier to Superior Profitability ()	Mon, Jan 1	1:00 am - 2:00 am
Building Digital Experiences to Break Down Real-World Barriers ()	Mon, Jan 1	1:00 am - 2:00 am
Building the Right Organic & Paid Search Strategy ()	Mon, Jan 1	1:00 am - 2:00 am
Calendly & Facetime & Zoom, Oh My: Tech Tools to Navigate Today's Shopping Experience ()	Mon, Jan 1	1:00 am - 2:00 am
Coaching Secrets from Top Sales Managers Across the Country ()	Mon, Jan 1	1:00 am - 2:00 am
Control Your Energy Efficiency Destiny: Taking Advantage of Performance Path Code Compliance ()	Mon, Jan 1	1:00 am - 2:00 am
Designing Attainable, World-Class House Plans That Save Thousands When You Build ()	Mon, Jan 1	1:00 am - 2:00 am
Designing Your Ideal Week: Effective Time Management Through Block Scheduling ()	Mon, Jan 1	1:00 am - 2:00 am
Effortless Follow-Up: Mastering Tech Tools to Gain More Sales ()	Mon, Jan 1	1:00 am - 2:00 am
Five Facets of Wellness Design: Build Better Homes that Move Beyond Aging-In-Place ()	Mon, Jan 1	1:00 am - 2:00 am
Gamification: How Video Games Are Shaping the New Home Buying Experience ()	Mon, Jan 1	1:00 am - 2:00 am

Name	Date	Time
Getting Shoppers To Raise Their Virtual Hand: New & Effective Calls To Action ()	Mon, Jan 1	1:00 am - 2:00 am
Getting Your House in Order: Leveraging Technology Across Your Organization for Growth & Profit ()	Mon, Jan 1	1:00 am - 2:00 am
Going Virtual: Your Guide to Project Management On-the-Go ()	Mon, Jan 1	1:00 am - 2:00 am
Humanizing the Virtual World: The (Un)Conventional Approach to Creating Relationships ()	Mon, Jan 1	1:00 am - 2:00 am
Instagram: All the Nitty Grid-y ()	Mon, Jan 1	1:00 am - 2:00 am
It's Electric: A Healthier, Simpler & More Economical Way to Build ()	Mon, Jan 1	1:00 am - 2:00 am
Land Acquisition to Community Sales Success: Why Tying It Together Brings Competitive Brilliance ()	Mon, Jan 1	1:00 am - 2:00 am
Leading Through Chaos: Surviving & Thriving in Turbulent Times ()	Mon, Jan 1	1:00 am - 2:00 am
Lessons from the Trenches: Competing with Top Performers in Your Market ()	Mon, Jan 1	1:00 am - 2:00 am
Maximizing Performance in a Multigenerational Workforce ()	Mon, Jan 1	1:00 am - 2:00 am
Narrow-Lots & Micro Product: Density that Lives Well ()	Mon, Jan 1	1:00 am - 2:00 am
No Buffering: How to Go Live on Social Media ()	Mon, Jan 1	1:00 am - 2:00 am
Panelization: The Benefits & Challenges ()	Mon, Jan 1	1:00 am - 2:00 am
Preventing & Mitigating Cyber & Smart Home Threats ()	Mon, Jan 1	1:00 am - 2:00 am
Reaching Customers Virtually: Does Your Website Comply with the ADA? ()	Mon, Jan 1	1:00 am - 2:00 am
Standard Operating Procedures: Keeping Your Company Organized & Ready for Growth No Matter What the Conditions ()	Mon, Jan 1	1:00 am - 2:00 am
Tap into the Lucrative 55+ Market: Planning, Design & Sales Strategies for All Housing Types ()	Mon, Jan 1	1:00 am - 2:00 am
Teaching Future Skilled Labor Through Tech: Re-Skill & Upskill with Blended Learning ()	Mon, Jan 1	1:00 am - 2:00 am
That's So 2020: A Look at Multifamily Design Trends of 2021 & Beyond ()	Mon, Jan 1	1:00 am - 2:00 am

Name	Date	Time
The "On Your Lot" Revolution: Secrets & Myths From Three Successful Managers ()	Mon, Jan 1	1:00 am - 2:00 am
The Emerging World of Video: OTT, CTV & YouTube Ads ()	Mon, Jan 1	1:00 am - 2:00 am
The Formula to Anticipate, Uncover & Handle the Buyer's Real Concerns ()	Mon, Jan 1	1:00 am - 2:00 am
The Self-Service Sales Experience: A New Framework for the Digital Home Buyer ()	Mon, Jan 1	1:00 am - 2:00 am
The Social Distance Adaptation: The New Rules for Driving Foot Traffic to Your Community ()	Mon, Jan 1	1:00 am - 2:00 am
Transparent Solar Windows Enabling the Future of Smart Homes ()	Mon, Jan 1	1:00 am - 2:00 am
Understanding What's Working & What's Not with Your Paid Digital Media ()	Mon, Jan 1	1:00 am - 2:00 am
Video Content for Inbound Marketing: 10 Easy, Low to No-Cost Ways to Shorten Your Sales Cycle ()	Mon, Jan 1	1:00 am - 2:00 am
We Rise Together: Why Diversity Matters ()	Mon, Jan 1	1:00 am - 2:00 am
What's In Store for the 2021 Capital Market? ()	Mon, Jan 1	1:00 am - 2:00 am
Why Spending on Brand Marketing Is a Smart Investment in 2021 ()	Mon, Jan 1	1:00 am - 2:00 am
IBSx Opening Ceremonies featuring Mike Rowe (Virtual)	Tue, Feb 9	11:00 am - 11:30 am
Press Conference: The New American Home 2021 - A Showcase of Innovation (Virtual)	Tue, Feb 9	11:00 am - 11:45 am
Industry Trends: What You Need to Know in the Wake of COVID-19 ()	Tue, Feb 9	11:30 am - 12:15 pm
Managing the Custom Building & Remodeling Process for an Exceptional Homeowner Experience ()	Tue, Feb 9	11:30 am - 12:15 pm
The 2021 Kitchen: Floor Plans, Finishes & Design Details that Make a Kitchen Pop ()	Tue, Feb 9	11:30 am - 12:15 pm
Advanced Framing: Walls, Headers & More (Virtual)	Tue, Feb 9	12:30 pm - 1:00 pm
Designing Homes & Communities Beyond the Pandemic ()	Tue, Feb 9	1:00 pm - 2:30 pm
High Performance Roofs (Virtual)	Tue, Feb 9	1:00 pm - 1:15 pm

Name	Date	Time
How Leaders Who Coach Build Teams That Thrive ()	Tue, Feb 9	1:00 pm - 1:45 pm
Pandemic Project Management: How to Estimate, Schedule, Maintain Cash Flow & Keep Your Jobs Moving ()	Tue, Feb 9	1:00 pm - 1:45 pm
Social Media for All: Strategies for Large & Small Builders in 2021 ()	Tue, Feb 9	1:00 pm - 1:45 pm
Detailing the Roof-Wall Intersection: Avoiding Rain & Air Leaks at This Critical Juncture (Virtual)	Tue, Feb 9	1:15 pm - 1:30 pm
Rainscreens & Roof Vents: A Little Air Movement Will Extend the Life of Your Paint Job & Shingles (Virtual)	Tue, Feb 9	1:30 pm - 1:45 pm
Reduce Energy Loss in Foundations: How to Insulate Around Concrete (Virtual)	Tue, Feb 9	1:45 pm - 2:00 pm
Press Conference: The 2021 Housing and Economic Outlook (Virtual)	Tue, Feb 9	2:00 pm - 3:00 pm
Radon Ready Before or After You Test Positive (Virtual)	Tue, Feb 9	2:00 pm - 2:15 pm
Gift Wrapping a House: Neatness REALLY Counts When Installing Weather Resistive Barriers (Virtual)	Tue, Feb 9	2:15 pm - 2:45 pm
How Multifamily Spaces Are Transforming to Meet Today's Single-Family Lifestyle ()	Tue, Feb 9	2:30 pm - 3:15 pm
Successful Marketing Strategies for Competing with Larger Builders in Your Market ()	Tue, Feb 9	2:30 pm - 3:15 pm
The Future of Community Design in a Post COVID-19 World ()	Tue, Feb 9	2:30 pm - 3:15 pm
Flashing Windows & Doors Properly: Are You Certain You're Getting It Right? (Virtual)	Tue, Feb 9	2:45 pm - 3:15 pm
Insulation Over Wall Sheathing: How A Good Idea Complicates the Details (Virtual)	Tue, Feb 9	3:15 pm - 3:30 pm
Navigating the Design Selection Process with Buyers (Virtual)	Tue, Feb 9	3:30 pm - 4:00 pm
The Secrets to Making Sales Personal in a Digital World (Virtual)	Tue, Feb 9	3:30 pm - 4:00 pm
Finding Qualified Help for Your Remodeling Business (Virtual)	Tue, Feb 9	4:00 pm - 4:30 pm
New Opportunities in Affordable Multifamily Housing Development (Virtual)	Tue, Feb 9	4:00 pm - 4:30 pm
Planning Your Exit Strategy (Virtual)	Tue, Feb 9	4:00 pm - 4:30 pm

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#ReplyPost: Social Media Engagement (Virtual)	Tue, Feb 9	4:30 pm - 5:00 pm
How Can I Do This? High Performance Jobsite Scenarios and Solutions (Virtual)	Tue, Feb 9	4:30 pm - 5:00 pm
Confessions of a Corporate Futurist: Coming Trends That Will Drive Your Business Strategy ()	Tue, Feb 9	5:00 pm - 5:45 pm
Designing Must-Haves: Capturing the Buyer's Imagination in Today's Marketplace ()	Tue, Feb 9	6:00 pm - 6:45 pm
Great CEX Through Technology ()	Tue, Feb 9	6:00 pm - 6:45 pm
Mastering Profit Margin: A Custom Builder & Remodeler's Guide to a Better Bottom Line ()	Tue, Feb 9	6:00 pm - 6:45 pm
Creating a Culture of Accountability (Virtual)	Wed, Feb 10	10:30 am - 11:00 am
Design Products & Trends from the Exhibit Hall (Virtual)	Wed, Feb 10	10:30 am - 11:00 am
Organic & Paid Search Strategy (Virtual)	Wed, Feb 10	10:30 am - 11:00 am
Wellness in All Dimensions: The Heart of Lifestyle in 55+ Communities (Virtual)	Wed, Feb 10	10:30 am - 11:00 am
Workforce Development Best Practices: Recruitment & Placement (Virtual)	Wed, Feb 10	10:30 am - 11:00 am
2021 Sales Rally: Future-Proof Your Sales Skills ()	Wed, Feb 10	11:00 am - 1:00 pm
Building The Lumberyard of the Future (Virtual)	Wed, Feb 10	11:00 am - 11:45 am
Demystifying Zero: Builders Share their Secrets for Cost-Effective Zero Net Energy Homes ()	Wed, Feb 10	11:00 am - 11:45 am
How to Attract High-Quality Remodeling Leads ()	Wed, Feb 10	11:00 am - 11:45 am
Press Conference: Home Trends, Buyer Preferences & Most Likely Features for 2021 (Virtual)	Wed, Feb 10	11:00 am - 12:00 pm
Top Technologies for Tackling Supply Chain Disruption, Automation & More (Virtual)	Wed, Feb 10	11:00 am - 11:45 am
Design Details & Trends from the NAHB Show Homes (Virtual)	Wed, Feb 10	12:00 pm - 12:30 pm
Retaining & Building Company Culture in a Virtual & Remote Environment (Virtual)	Wed, Feb 10	12:00 pm - 12:30 pm

Name	Date	Time
The Changing Face of Selling [Dealer Talk] (Virtual)	Wed, Feb 10	12:00 pm - 12:30 pm
The Future of Single-Family Built-for-Rent Housing (Virtual)	Wed, Feb 10	12:00 pm - 12:30 pm
Benefits & Risks to Offering Value-Add Services to Customers [Dealer Talk] (Virtual)	Wed, Feb 10	12:30 pm - 1:00 pm
Building a Culture of Profitability: How Top Builders Maximize Margins & Protect Profit ()	Wed, Feb 10	12:30 pm - 1:15 pm
Home Trends, Buyer Preferences & Most Likely Features for 2021 ()	Wed, Feb 10	12:30 pm - 1:15 pm
Smart Homes & Energy Efficiency: Products & Installation (Virtual)	Wed, Feb 10	12:30 pm - 1:00 pm
Today's Design Studio Customer Experience ()	Wed, Feb 10	12:30 pm - 1:15 pm
Smart Home Technology to Add New Standards & Avoid Disasters (Virtual)	Wed, Feb 10	1:00 pm - 1:15 pm
Integrating Connected Home Tech in a Remodel Part 1: Consumers & Compatibility (Virtual)	Wed, Feb 10	1:15 pm - 1:30 pm
Integrating Connected Home Tech in a Remodel Part 2: Controlling the System (Virtual)	Wed, Feb 10	1:30 pm - 1:45 pm
Managing the Future: A Case Study in Committing to Tomorrow ()	Wed, Feb 10	1:30 pm - 3:30 pm
Smart Home Technology for Safety & Security: Lighting, Cameras & More (Virtual)	Wed, Feb 10	1:45 pm - 2:15 pm
From Onlooker to Leader: Becoming the Exceptional Project Manager Your Jobs Deserve ()	Wed, Feb 10	2:00 pm - 2:45 pm
Press Conference: The New American Remodel 2021 - The Renovation of a Lakeside Paradise (Virtual)	Wed, Feb 10	2:00 pm - 2:45 pm
Small Spaces, Big Impact: Bathrooms, Entryways, Storage & Other Jewel Box & Flex Spaces Buyers Want ()	Wed, Feb 10	2:00 pm - 2:45 pm
The Builder's Perspective (Virtual)	Wed, Feb 10	2:00 pm - 2:45 pm
Website Tools & Tactics for Virtual Selling ()	Wed, Feb 10	2:00 pm - 2:45 pm
Healthy Home Tech & Remodeling (Virtual)	Wed, Feb 10	2:15 pm - 2:30 pm
Healthy Home Tech & New Construction (Virtual)	Wed, Feb 10	2:30 pm - 2:45 pm
Home Automation in Kitchens (Virtual)	Wed, Feb 10	2:45 pm - 3:00 pm

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Home Automation in Bathrooms (Virtual)	Wed, Feb 10	3:00 pm - 3:15 pm
Reaching the Critical Ecommerce Tipping Point & Managing the Path Forward [Dealer Talk] (Virtual)	Wed, Feb 10	3:00 pm - 3:30 pm
Security for Your Jobsite & Your Client (Virtual)	Wed, Feb 10	3:15 pm - 3:45 pm
Washington Update [Dealer Talk] (Virtual)	Wed, Feb 10	3:30 pm - 4:00 pm
The 2021 Housing & Economic Outlook (Virtual)	Wed, Feb 10	4:00 pm - 5:00 pm
All Shapes & Sizes: Outdoor Living for Every Product Type ()	Wed, Feb 10	5:00 pm - 5:45 pm
Diversifying Your Business: Insights into Adding New Income Streams (Virtual)	Wed, Feb 10	5:00 pm - 5:45 pm
Looking Beyond the Buzz: How to Become an Authentic, Adaptive Leader ()	Wed, Feb 10	5:00 pm - 5:45 pm
Navigating Supply Chain Disruptions (Virtual)	Wed, Feb 10	5:00 pm - 5:45 pm
Best Practices for Managing Your Appraisals (Virtual)	Wed, Feb 10	6:00 pm - 6:30 pm
Multifamily Markets & Projects that Make Attainable Living Profitable ()	Wed, Feb 10	6:30 pm - 7:15 pm
The Five Functions of a Successful Building Business: Creating a Structure For Profit, Peace of Mind & Market Value ()	Wed, Feb 10	6:30 pm - 7:15 pm
Managing Risk Through a Pandemic: Limiting Liability in a New World Order ()	Thu, Feb 11	10:00 am - 10:45 am
Selling Health & Comfort: 3 Keys to Successfully Marketing the Homes Customers Now Demand ()	Thu, Feb 11	10:00 am - 10:45 am
Suburban & Urban Multifamily Development in the Wake of COVID-19 ()	Thu, Feb 11	10:00 am - 10:45 am
Press Conference: Multifamily Market Outlook - 2021 (Virtual)	Thu, Feb 11	11:00 am - 11:45 am
ClosingNomics: Sell More, Close More, Earn More ()	Thu, Feb 11	11:30 am - 12:15 pm
Designing for Health & Wellness: What It Actually Means & How to Get Started ()	Thu, Feb 11	11:30 am - 12:15 pm
Elevating the Virtual Experience at Every Customer Touchpoint ()	Thu, Feb 11	11:30 am - 1:30 pm

Name	Date	Time
High Performance Homes: Meeting the New Comfort & Health Needs of Today's Buyers ()	Thu, Feb 11	11:30 am - 12:15 pm
Flashing a Window in a Wall with Exterior Insulation (Virtual)	Thu, Feb 11	12:30 pm - 1:00 pm
Building & Retrofitting Community Amenities for Post COVID-19 Living ()	Thu, Feb 11	1:00 pm - 1:45 pm
Pants Optional: Why Working Remotely Can Be Better for Operations & Company Culture ()	Thu, Feb 11	1:00 pm - 1:45 pm
Siding Products That Will Stand the Test of Time (Virtual)	Thu, Feb 11	1:00 pm - 1:30 pm
Getting Cavity Insulation Right: Correct Installation of Batt, Blown-In & Spray Foam (Virtual)	Thu, Feb 11	1:30 pm - 1:45 pm
Air Sealing & Venting for Improved Energy Performance (Virtual)	Thu, Feb 11	1:45 pm - 2:00 pm
60 Design Ideas in 60 Minutes (Virtual)	Thu, Feb 11	2:00 pm - 3:10 pm
Blower Door Testing: Don't Miss the Signs to Better Sealing (Virtual)	Thu, Feb 11	2:00 pm - 2:15 pm
Press Conference: Green Building Trends (Virtual)	Thu, Feb 11	2:00 pm - 2:45 pm
Indoor Air Quality for New Construction or Remodeling (Virtual)	Thu, Feb 11	2:15 pm - 2:30 pm
Great New Products in High Performance Building (Virtual)	Thu, Feb 11	2:30 pm - 2:45 pm
Tips & Tricks to Prevent Callbacks & Keep More Profit (Virtual)	Thu, Feb 11	2:45 pm - 3:00 pm
The Elephant in the Attic: Proper Bathroom Fan Installation (Virtual)	Thu, Feb 11	3:00 pm - 3:15 pm
60 Design Ideas in 60 Minutes: Connect & Challenge (Virtual)	Thu, Feb 11	3:30 pm - 4:00 pm
How to Sell the Health & Comfort Qualities of Your Homes (Virtual)	Thu, Feb 11	3:30 pm - 4:00 pm
New Hire On-Boarding: Yesterday, Today & Tomorrow (Virtual)	Thu, Feb 11	3:30 pm - 4:00 pm
Tips for Maximizing Your Margins (Virtual)	Thu, Feb 11	3:30 pm - 4:00 pm
Second Mile Service: Transforming the Home Building Experience ()	Thu, Feb 11	4:00 pm - 4:45 pm
Custom Builder Contracts, Forms & Documents (Virtual)	Thu, Feb 11	5:00 pm - 5:30 pm
Emerging Project Trends in Remodeling (Virtual)	Thu, Feb 11	5:00 pm - 5:30 pm

Name	Date	Time
Meeting Buyers' Growing Demands & Expectations (Virtual)	Thu, Feb 11	5:00 pm - 5:30 pm
Taking Advantage of Systems Built Construction for Custom Homes (Virtual)	Thu, Feb 11	5:00 pm - 5:30 pm
2021 ICC Energy Code: What's Coming Down the Pike? (Virtual)	Thu, Feb 11	6:00 pm - 6:30 pm
Competing for Quality: Staff Recruiting & Compensation Strategies ()	Thu, Feb 11	6:00 pm - 6:45 pm
Expert Communication Ideas to Increase Sales & Profits (Virtual)	Thu, Feb 11	6:00 pm - 6:30 pm
Features, Amenities & Trends in Multifamily Design & Development (Virtual)	Thu, Feb 11	6:00 pm - 6:30 pm
Real Talk: Women Share Industry Challenges, Solutions & Opportunities (Virtual)	Thu, Feb 11	6:00 pm - 6:30 pm
Think Like a Homeowner: Build Trust, Reduce Conflict & Provide the Experience Customers Expect ()	Thu, Feb 11	6:00 pm - 6:45 pm
A.R.M.E.D.: The Military's Top Lessons for Leading During Times of Change ()	Fri, Feb 12	11:00 am - 11:45 am
Press Conference: 2021 - 2022 Remodeling Market Forecast (Virtual)	Fri, Feb 12	11:00 am - 11:45 am
A Systematic Approach for Hiring & Training Your Project Managers ()	Fri, Feb 12	12:00 pm - 12:45 pm
Authenticity Sells: Curb Appeal that Makes a Lasting Impression ()	Fri, Feb 12	12:00 pm - 12:45 pm
Shift Happens, Have You? Rethinking Your Marketing & Sales Strategies ()	Fri, Feb 12	12:00 pm - 12:45 pm
A Closer Look into High Performance Home Strategies & Solutions ()	Fri, Feb 12	12:30 pm - 2:30 pm
Cash Cow: Demystify Your Financials, Improve Cash Flow & Build More Profits Into Every Job ()	Fri, Feb 12	1:30 pm - 2:15 pm
Single-Family Built-For-Rent Strategies & Trends ()	Fri, Feb 12	1:30 pm - 2:15 pm
Smaller Floor Plans that Don't Feel Small: Great Floor Plans Under 2,500 SF ()	Fri, Feb 12	1:30 pm - 2:15 pm
IBSx Closing Keynote featuring Dex Torricke-Barton (Virtual)	Fri, Feb 12	3:00 pm - 4:00 pm