

The 2021 NAHB International Builders' Show®

Education & Events List as of 9/8/2025

| Name | Type | 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 Professionals 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 | Type | Date | Location |
|--|----------------------------|----------------|-----------------|
| 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 |
| 3 Journeys of Builder & Remodeler Growth: Strategies & Lessons Learned | Building Knowledge Session | Available 24/7 | Virtual |
| AI 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 |
| A Better Bottom Line: Mastering Cash Flow, Profit Protection & Sales Growth with Diligence | Building Knowledge Session | Available 24/7 | Virtual |

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| 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 |
| 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 |
| 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 |

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| 10 Strategies to Build Buyer Confidence & Cut Cancelations In Uncertain Times | Building Knowledge Session | Available 24/7 | Virtual |
| Next Gen Insights: What Young Pros Want in Floor Plans, Elevations & Interiors | Building Knowledge Session | Available 24/7 | Virtual |
| 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 |
| 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 |
| 2026 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 |
| 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 Cut 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 |
| The Experience: Mastering Customer Care During & After the Build | Super Session | 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 |

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| 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 |
| 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 |

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| 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 |
| 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 |
| 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 Success Sweet Spot: Balancing Structure & Creative Freedom for Maximum ROI | Building Knowledge Session | Available 24/7 | Virtual |
| 8 AI Tools for 3-5 Point Margin Gain | Building Knowledge 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 |
| 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 |
| AI in Action: How Builders Are Using AI to Boost Efficiency & Client Satisfaction | Building Knowledge Session | Available 24/7 | Virtual |

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| 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 |
| 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 |
| 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 |
| Smarter Materials, Better Envelopes: Integrating Practical Tech That Works | Building Knowledge Session | Available 24/7 | Virtual |
| Tackling the Labor Shortage: Proven Strategies to Attract & Retain Top Trades | Building Knowledge 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 |

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| 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 | Concert | Available 24/7 | Virtual |