

# The 2022 NAHB International Builders' Show®

Education & Events List as of 9/18/2021

Name	Format	Date	Location
Estimating and Scheduling for Profitable Business Operations	Live	Sun, Feb 6 9:00 am - 5:00 pm EST	TBD
Financial Management	Live	Sun, Feb 6 9:00 am - 5:00 pm EST	TBD
Land Development: Getting Started, Business Management & Financing	Live	Sun, Feb 6 9:00 am - 12:30 pm EST	TBD
Project Management	Live	Sun, Feb 6 9:00 am - 5:00 pm EST	TBD
The New Home Sales Professional	Live	Sun, Feb 6 9:00 am - 5:00 pm EST	TBD
Advanced High Performance Building: Best Practices for Climate Zones	Live	Mon, Feb 7 9:00 am - 5:00 pm EST	TBD
Business Accounting and Job Costing: A Road Map to Profitability	Live	Mon, Feb 7 9:00 am - 5:00 pm EST	TBD
Leveraging Health, Wellness & High Performance Solutions to Meet Demand	Live	Mon, Feb 7 9:00 am - 12:00 pm EST	
Site Planning, Approvals & Construction	Live	Mon, Feb 7 9:00 am - 12:30 pm EST	TBD
The Power of Dynamic Thinking: Embracing Change as the New Normal	Live	Mon, Feb 7 9:00 am - 12:00 pm EST	
Train the Trainer	Live	Mon, Feb 7 9:00 am - 5:00 pm EST	TBD
Understanding Today's New Home Buyer	Live	Mon, Feb 7 9:00 am - 5:00 pm EST	TBD
Essential Tools for Healthy Business Growth: Building a Foundation for Profitability & Sanity	Live	Mon, Feb 7 1:00 pm - 4:00 pm EST	
Marketing Strategies for the Future: Level Out & Level Up	Live	Mon, Feb 7 1:00 pm - 4:00 pm EST	
The 2022 Design Charrette: Discuss, Design, Discover	Live	Mon, Feb 7 1:00 pm - 4:00 pm EST	
DCW Opening Ceremonies	Live	Tue, Feb 8 8:00 am - 9:00 am EST	TBD
60 Design Ideas in 60 Minutes	Live	Tue, Feb 8 9:15 am - 10:15 am EST	WF3-4
A Proven Brand Building Framework for Marketers	Live	Tue, Feb 8 9:15 am - 10:15 am EST	W311AB
Before Disaster Strikes: How Pictures Can be Worth Thousands of Words & Dollars	Live	Tue, Feb 8 9:15 am - 10:15 am EST	W304GH
Building a V.I.P. Outside Agent Sales Machine	Live	Tue, Feb 8 9:15 am - 10:15 am EST	W315

Name	Format	Date	Location
Embracing R&D & Innovation: Build a Better Business, Build a Better Industry	Live	Tue, Feb 8 9:15 am - 10:15 am EST	W307CD
Getting Them Through the Unknowns: How to Manage Client Expectations from Contract to Delivery	Live	Tue, Feb 8 9:15 am - 10:15 am EST	W304AB
Multifamily Market Outlook 2022	Live	Tue, Feb 8 9:15 am - 10:15 am EST	W308CD
Reflective Listening: The New Way to Solve Problems & Get Cooperation	Live	Tue, Feb 8 9:15 am - 10:15 am EST	W311CD
What Comes First? Systems, Profit or Growth	Live	Tue, Feb 8 9:15 am - 10:15 am EST	W314
Big, Bold & Beautiful Bathrooms	Live	Tue, Feb 8 11:15 am - 12:15 pm EST	W314
From Sales to Completion: Winning the Customer Expectations Game	Live	Tue, Feb 8 11:15 am - 12:15 pm EST	W304GH
Marketproof Marketing: The Algorithm for Guaranteed Community Sales Success	Live	Tue, Feb 8 11:15 am - 12:15 pm EST	W311CD
Predictable Project Management: Calculating & Controlling Capacity to Avoid Chaos	Live	Tue, Feb 8 11:15 am - 12:15 pm EST	W304AB
Supply Chain & Materials: How to Reduce Cost & Increase Availability	Live	Tue, Feb 8 11:15 am - 12:15 pm EST	W315
The Evolution Of Online & Onsite Sales: Preparing For 2022 & Beyond	Live	Tue, Feb 8 11:15 am - 12:15 pm EST	W307CD
Using Design as a Brand & Sales Tool to Increase Profitability	Live	Tue, Feb 8 11:15 am - 12:15 pm EST	W311AB
What Is the Next Great Amenity?	Live	Tue, Feb 8 11:15 am - 12:15 pm EST	W308CD
Your Stick-Built Alternatives: Less Waste, Less Overhead, Less Labor	Live	Tue, Feb 8 11:15 am - 12:15 pm EST	W304GH
Beyond Building: Mastering the Demands of a Modern-Day Builder	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	W307CD
Built-for-Rent Single Family: Optimizing Your Risk-Adjusted Returns	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	W304GH
Fixing Old Floor Plan Faux Pas & Out-of-Date Design	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	W314
How to Stand Out, Attract the Best Clients & Win Every Sale	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	W304AB
Self-Guided Tours, AI & Automation: A 5-Step Tech Framework for Efficiently Managing High-Volume Leads	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	W311AB
Stop Estimating: Lock in Price to Lock Up Profits	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	W304CD
Stop Wading in the Shallows: How to Build a Company Culture That Runs Deep	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	W311CD
The 2022 Housing & Economic Outlook	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	WF3-4

<b>Name</b>	<b>Format</b>	<b>Date</b>	<b>Location</b>
The Hottest, Smartest & Most Important Trends in the Multifamily Market	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	W308CD
To Pivot or Not to Pivot? 10 Key Marketing Changes You Must Make in 2022	Live	Tue, Feb 8 1:45 pm - 2:45 pm EST	W315
8 Strategies for Maximizing Profits	Live	Tue, Feb 8 3:45 pm - 4:45 pm EST	W308CD
A Look Into Viridian: A Synergetic (and Highly Profitable) Public-Private Partnership	Live	Tue, Feb 8 3:45 pm - 4:45 pm EST	W304AB
Building Homes Faster: Strategies to Reduce Cycle Times	Live	Tue, Feb 8 3:45 pm - 4:45 pm EST	WF3-4
From Strategy to Construction: Building Assemblies that Deliver Optimal Home Performance	Live	Tue, Feb 8 3:45 pm - 4:45 pm EST	W304GH
How to Diversify & Grow Your Business with Building Systems	Live	Tue, Feb 8 3:45 pm - 4:45 pm EST	W311AB
Leveraging Technology to Attract the Digital-Savvy, Connected Buyer	Live	Tue, Feb 8 3:45 pm - 4:45 pm EST	W315
Managing Through Success Complacency: Keeping Your Team on Top of Their Game	Live	Tue, Feb 8 3:45 pm - 4:45 pm EST	W311CD
The 2022 Design Battle Royale	Live	Tue, Feb 8 3:45 pm - 4:45 pm EST	W314
The Nationals Awards Gala	Live	Tue, Feb 8 5:00 pm - 10:00 pm EST	Hyatt Regency Orlando - Ballrooms O-R
Official IBS House Party	Live	Tue, Feb 8 6:30 pm - 8:30 pm EST	TBD
Green Home Tour	Live	Wed, Feb 9 7:00 am - 12:30 pm EST	OCCC - Westwood Lobby
Custom Home Tour	Live	Wed, Feb 9 7:30 am - 1:00 pm EST	Orange County Convention Center
A Practical Approach for Blending Custom Design Trends with High Performance Building Strategies	Live	Wed, Feb 9 9:15 am - 10:15 am EST	W304AB
Champagne Taste, Beer Budget: Insights & Strategies for Affordably Delivering the American Dream	Live	Wed, Feb 9 9:15 am - 10:15 am EST	WF3-4
Driving Housing Design Performance Through Innovation	Live	Wed, Feb 9 9:15 am - 10:15 am EST	W314
Extreme Makeover Sales Edition: Empowering Your OSC to Guide Sales Conversion & Customer Experience	Live	Wed, Feb 9 9:15 am - 10:15 am EST	W315
From Prospects to Profits: A Systemized Process for Sales Success	Live	Wed, Feb 9 9:15 am - 10:15 am EST	W311CD
Liability & Risk in The New Normal: How to Expect the Unexpected in 2022 & Beyond	Live	Wed, Feb 9 9:15 am - 10:15 am EST	W308CD

Name	Format	Date	Location
To Grow Your Business, Grow Your People: How to Lead, Coach & Nurture Today's Teams	Live	Wed, Feb 9 9:15 am - 10:15 am EST	W311AB
Density that Delivers: Solutions for Exceptional Small Lot Product & Neighborhood Design	Live	Wed, Feb 9 11:15 am - 12:15 pm EST	W304AB
Does Your Website Have a "Buy Now" Button?	Live	Wed, Feb 9 11:15 am - 12:15 pm EST	W311AB
From Builder to Developer: Steps & Best Practices for Diversifying into Development	Live	Wed, Feb 9 11:15 am - 12:15 pm EST	W307CD
Home Trends, Buyer Preferences & Most-Likely Features for 2022	Live	Wed, Feb 9 11:15 am - 12:15 pm EST	W314
Risks & Opportunities Within the Global Offsite Construction Industry	Live	Wed, Feb 9 11:15 am - 12:15 pm EST	W308CD
The New Rules for New Home Sales: Reevaluating Your Sales Process & Tactics in a Digital World	Live	Wed, Feb 9 11:15 am - 12:15 pm EST	W315
Think Different & Thrive: 7 Ways to Lower Costs, Design Attainable Homes & Push Past the Competition	Live	Wed, Feb 9 11:15 am - 12:15 pm EST	W311CD
Creating a Dashboard to Drive Profits	Live	Wed, Feb 9 1:45 pm - 2:45 pm EST	W315
Developing Attainable Market-Rate Multifamily Housing	Live	Wed, Feb 9 1:45 pm - 2:45 pm EST	W308CD
Keep the Fish On the Hook: Strategies to Handle Leads & Lags in a Hot Market	Live	Wed, Feb 9 1:45 pm - 2:45 pm EST	W304AB
Kitchens of Tomorrow: Getting Ahead of the Design Curve	Live	Wed, Feb 9 1:45 pm - 2:45 pm EST	W314
Making Sense (and Money) out of High Performance Home Certifications	Live	Wed, Feb 9 1:45 pm - 2:45 pm EST	W304GH
Show-Stopping Small (& Sometimes Forgotten) Spaces	Live	Wed, Feb 9 1:45 pm - 2:45 pm EST	W311CD
The "On Your Lot" Business: Website & Customer Experience Best Practices	Live	Wed, Feb 9 1:45 pm - 2:45 pm EST	W311AB
The Answer Is Missing Middle Housing	Live	Wed, Feb 9 1:45 pm - 2:45 pm EST	W304CD
We Rise Together: Why Diversity, Equity & Inclusion Matter in Residential Construction	Live	Wed, Feb 9 1:45 pm - 2:45 pm EST	W307CD
2022 Super Sales Rally: Uncommon, Unfiltered & Unparalleled -- Becoming the UnSalesperson	Live	Wed, Feb 9 2:30 pm - 4:30 pm EST	WF3-4
9 Disciplines of Great Superintendents: How to Be On Schedule, On Budget & On Quality	Live	Wed, Feb 9 3:45 pm - 4:45 pm EST	W308CD
A Look Inside the Mind of the High Performance Homebuyer	Live	Wed, Feb 9 3:45 pm - 4:45 pm EST	W311

Name	Format	Date	Location
Deliver the Goldilocks Experience: Right-sizing & Design Strategies to Make Homes Feel "Just Right"	Live	Wed, Feb 9 3:45 pm - 4:45 pm EST	W311AB
Designing Custom Homes for Modular Construction	Live	Wed, Feb 9 3:45 pm - 4:45 pm EST	W304AB
Residential Construction Industry & Materials Outlook	Live	Wed, Feb 9 3:45 pm - 4:45 pm EST	W315
The Evolution of 55+ Floor Plan Design: How to Make Tomorrow's Product Successful	Live	Wed, Feb 9 3:45 pm - 4:45 pm EST	W307CD
The Priority Stack: Time Management Strategies for Getting More Done by Doing Less	Live	Wed, Feb 9 3:45 pm - 4:45 pm EST	W314
The Shocking Truth About the 2020 National Electric Code & What It Might Cost You	Live	Wed, Feb 9 3:45 pm - 4:45 pm EST	W304GH
Tools for Growth & Protection When the Market Ebbs & Flows	Live	Wed, Feb 9 3:45 pm - 4:45 pm EST	W304CD
Best in American Living Awards	Live	Wed, Feb 9 5:00 pm - 8:00 pm EST	OCCC - TBD
NAHB Remodeling Awards Celebration	Live	Wed, Feb 9 6:00 pm - 10:00 pm EST	The New American Remodel - 3260 Lake Shore Dr, Orlando, FL 32803
IBS Young Pro Party sponsored by Pfister	Live	Wed, Feb 9 8:00 pm - 11:00 pm EST	Ole Red - 8417 International Dr, Orlando, FL 32819
Homeowner Zen: How to Build Trust & Reduce Drama with Your Clients	Live	Thu, Feb 10 9:15 am - 10:15 am EST	W304GH
Moving Beyond Clicks: The Skills, Tools & Mindset for the Modern Marketer	Live	Thu, Feb 10 9:15 am - 10:15 am EST	WF3-4
The Custom Builder's Guide to Sustainable, Profitable Business Strategy	Live	Thu, Feb 10 9:15 am - 10:15 am EST	W304AB
The New World of Work: Building a Flexible Company That Thrives in the Age of Disruption	Live	Thu, Feb 10 9:15 am - 10:15 am EST	W311CD
The Profit Habit: A Simple System to Keep Cash Flowing & Guarantee Profits	Live	Thu, Feb 10 9:15 am - 10:15 am EST	W308CD
The Right Stuff: Top Trends from the 2022 IBS Show Floor	Live	Thu, Feb 10 9:15 am - 10:15 am EST	W311AB
Today's Innovative Capital Trends For Builders & Developers	Live	Thu, Feb 10 9:15 am - 10:15 am EST	W304CD
Triple Threat: Re-imagining Home Building from the Ground Up	Live	Thu, Feb 10 9:15 am - 10:15 am EST	W307CD
Turning the Tide: Making Water an Asset for Your Project, Not a Liability	Live	Thu, Feb 10 9:15 am - 10:15 am EST	W304GH
Be at the FOUR-front of Outdoor Living Design	Live	Thu, Feb 10 11:15 am - 12:15 pm EST	W307CD

<b>Name</b>	<b>Format</b>	<b>Date</b>	<b>Location</b>
Creating Clients for Life: A Model for Building Recurring Revenue	Live	Thu, Feb 10 11:15 am - 12:15 pm EST	W304AB
Doing Your Part for Your Trade Partners: Your Success Begins with Their Success	Live	Thu, Feb 10 11:15 am - 12:15 pm EST	W304GH
Is Your Sales Team Ready to Keep "By Appointment" Going?	Live	Thu, Feb 10 11:15 am - 12:15 pm EST	W311CD
Multifamily Product, Unit & Amenity Trends	Live	Thu, Feb 10 11:15 am - 12:15 pm EST	W308CD
Rethinking the Fun-Duh-Mentals of New Home Sales	Live	Thu, Feb 10 11:15 am - 12:15 pm EST	W311AB
Bottling Buyer Anticipation: Setting Expectations in a High Demand Era	Live	Thu, Feb 10 1:45 pm - 2:45 pm EST	W311CD
How to Save 1400 Hours a Year & Still Hit Your Sales Goals	Live	Thu, Feb 10 1:45 pm - 2:45 pm EST	W304AB
Onsite vs. Offsite: Costs, Benefits & Making the Right Choice for Your Business	Live	Thu, Feb 10 1:45 pm - 2:45 pm EST	W304GH
Rapid Growth in the Age of Uncertainty	Live	Thu, Feb 10 1:45 pm - 2:45 pm EST	WF3-4
Strategies & Success Secrets for Creating the Online Home Shopping Experience Buyers Expect	Live	Thu, Feb 10 1:45 pm - 2:45 pm EST	W308CD
What Millennials Want: Market Intelligence on Home & Lifestyle Preferences	Live	Thu, Feb 10 1:45 pm - 2:45 pm EST	W307CD
IBS Closing Concert with Trace Adkins	Live	Thu, Feb 10 5:00 pm - 7:30 pm EST	OCCC