

The 2023 NAHB International Builders' Show®

Education & Events List as of 10/5/2022

Name	Format	Date	Location
Progress Over Perfection	On-Demand	Available 24/7	Virtual
How to Source & Retain Female Workers during the Current "Resignation Generation" Mentality	On-Demand	Available 24/7	Virtual
Construction Contracts and Law	Live	Sun, Jan 29 9:00 am - 5:00 pm EST	Encore Hotel - Chopin 1
Estimating	Live	Sun, Jan 29 9:00 am - 1:30 pm EST	Encore Hotel - Brahms 3
Financial Management	Live	Sun, Jan 29 9:00 am - 5:00 pm EST	Encore Hotel - Brahms 1
Land Development: Getting Started, Business Management & Financing	Live	Sun, Jan 29 9:00 am - 1:30 pm EST	Encore Hotel - Chopin 2
Project Management	Live	Sun, Jan 29 9:00 am - 5:00 pm EST	Encore Hotel - Brahms 2
The New Home Sales Professional	Live	Sun, Jan 29 9:00 am - 5:00 pm EST	Encore Hotel - Brahms 4
Advanced High Performance Building: Best Practices for Climate Zones	Live	Mon, Jan 30 9:00 am - 5:00 am EST	Encore Hotel - Brahms 1
Business Accounting	Live	Mon, Jan 30 9:00 am - 1:30 pm EST	Encore Hotel - Brahms 2
Leveraging Health, Wellness & High Performance Solutions to Meet Demand	Live	Mon, Jan 30 9:00 am - 12:00 pm EST	TBD
Pro Builder & Pro Remodeler's U40 Leadership Summit	Live	Mon, Jan 30 9:00 am - 5:00 pm EST	TBD
Revive & Retool Your Customer Experience Journey	Live	Mon, Jan 30 9:00 am - 12:00 pm EST	TBD
Site Planning, Approvals & Construction	Live	Mon, Jan 30 9:00 am - 1:30 pm EST	Encore Hotel - Chopin 2
The Project Schedule as a Planning and Communication Tool	Live	Mon, Jan 30 9:00 am - 1:30 pm EST	Encore Hotel - Chopin 2
Train the Trainer	Live	Mon, Jan 30 9:00 am - 5:00 pm EST	Encore Hotel - Chopin 1
Understanding Today's New Home Buyer	Live	Mon, Jan 30 9:00 am - 5:00 pm EST	Encore Hotel - Brahms 4
After the COVID Bump: Combating Margin Squeeze & Finding Profit in the Process	Live	Mon, Jan 30 1:00 pm - 4:00 pm EST	TBD
The 2023 Design Charrette: Discuss, Design, Discover	Live	Mon, Jan 30 1:00 pm - 4:00 pm EST	TBD
DCW Opening Ceremonies featuring Mike Rowe, Powered by Wells Fargo Home Mortgage	Live	Tue, Jan 31 8:00 am - 9:00 am EST	Westgate - Lobby Level - Paradise Event Center

Name	Format	Date	Location
Acing Your Amenities	Live	Tue, Jan 31 9:30 am - 10:30 am EST	LVCC - W225
Don't Make My Mistake: Builders Share Their Project Management Fails & Ways to Avoid Them	Live	Tue, Jan 31 9:30 am - 10:30 am EST	LVCC - W219
How to Be in Sync with Your Interior Designer for the Sake of Profit & Process	Live	Tue, Jan 31 9:30 am - 10:30 am EST	LVCC - W205
How Today's Leaders Can Attract & Retain Tomorrow's Talent	Live	Tue, Jan 31 9:30 am - 10:30 am EST	LVCC - W229
It's Sales AND Marketing, Not Sales VERSUS Marketing	Live	Tue, Jan 31 9:30 am - 10:30 am EST	LVCC - W317
Right-Sizing Your Online Sales Programs	Live	Tue, Jan 31 9:30 am - 10:30 am EST	LVCC - W316
Site vs. Modular: How the Construction Processes Differ	Live	Tue, Jan 31 9:30 am - 10:30 am EST	LVCC - W223
Are Home Shoppers Ready To Buy Online?	Live	Tue, Jan 31 11:30 am - 12:30 pm EST	LVCC - W317
Built-for-Rent: Shifting Your Business to Accommodate this Hot Housing Trend	Live	Tue, Jan 31 11:30 am - 12:30 pm EST	LVCC - W229
Don't Be an Ostrich: Why Builders Must Rethink Their Home Tech Strategy	Live	Tue, Jan 31 11:30 am - 12:30 pm EST	LVCC - W205
From Builder to Developer: The Dos & Don'ts of Diversifying into Land Development	Live	Tue, Jan 31 11:30 am - 12:30 pm EST	LVCC - W223
How to Recruit & Onboard Top New Home Sales Professionals	Live	Tue, Jan 31 11:30 am - 12:30 pm EST	LVCC - W316
Managing Client Expectations Through The Pre-Construction Process	Live	Tue, Jan 31 11:30 am - 12:30 pm EST	LVCC - W219
Simple, Effective Financial Management for Builders & Remodelers	Live	Tue, Jan 31 11:30 am - 12:30 pm EST	LVCC - W218
The Curated Home: Personalizing Selections While Optimizing Margins	Live	Tue, Jan 31 11:30 am - 12:30 pm EST	LVCC - W225
Using Innovation & Design to Create Attainable, Attractive Multifamily Housing	Live	Tue, Jan 31 11:30 am - 12:30 pm EST	LVCC - W303
Bidding Custom Homes & Remodeling Jobs: Turning Estimates into a Revenue Stream	Live	Tue, Jan 31 2:00 pm - 3:00 pm EST	LVCC - W205
Building Perspective: 3 Unique Viewpoints on Today's Top Sales & Marketing Issues	Live	Tue, Jan 31 2:00 pm - 3:00 pm EST	LVCC - W317
Improving the Client Experience with Real-Time Construction Updates	Live	Tue, Jan 31 2:00 pm - 3:00 pm EST	LVCC - W219
Innovative Attached Housing Solutions	Live	Tue, Jan 31 2:00 pm - 3:00 pm EST	LVCC - W225
Proven Value Engineering Strategies for Reducing Costs & Maximizing Materials	Live	Tue, Jan 31 2:00 pm - 3:00 pm EST	LVCC - W303
Seamless Sales Transition: Eliminate the Online & Onsite Sales Team Handoff	Live	Tue, Jan 31 2:00 pm - 3:00 pm EST	LVCC - W316

Name	Format	Date	Location
SOPs Are Dead: Using The Monorail Map System to Deliver Projects More Efficiently	Live	Tue, Jan 31 2:00 pm - 3:00 pm EST	LVCC - W229
What's Next for Exteriors	Live	Tue, Jan 31 2:00 pm - 3:00 pm EST	LVCC - W218
COPE: A New Strategy for Markup, Margin & Pricing	Live	Tue, Jan 31 4:00 pm - 5:00 pm EST	LVCC - W205
Floor Plan Magic: Spotting & Solving 10 Sneaky Home Design Problems	Live	Tue, Jan 31 4:00 pm - 5:00 pm EST	LVCC - W218
It's Only Words: The Cost of Neglecting Company Content	Live	Tue, Jan 31 4:00 pm - 5:00 pm EST	LVCC - W317
Maximizing Lead Conversion: New Tactics for a New Era of Home Buying	Live	Tue, Jan 31 4:00 pm - 5:00 pm EST	LVCC - W316
No BS* Culture (*Burnout & Stress)	Live	Tue, Jan 31 4:00 pm - 5:00 pm EST	LVCC - W229
The 4 P's of the New Multifamily Ecosystem	Live	Tue, Jan 31 4:00 pm - 5:00 pm EST	LVCC - W303
What Women Want & Why	Live	Tue, Jan 31 4:00 pm - 5:00 pm EST	LVCC - W223
Official IBS House Party	Live	Tue, Jan 31 6:30 pm - 8:30 pm EST	Drai's Beachclub & Nightclub - 3595 Las Vegas Blvd S, Las Vegas, NV 89109
8 Strategies for Leading Your Custom Building or Remodeling Company Through Challenging Times	Live	Wed, Feb 1 8:30 am - 9:30 am EST	LVCC - W205
9 Disciplines of Great Superintendents: Build On Time, On Budget & With Quality	Live	Wed, Feb 1 8:30 am - 9:30 am EST	LVCC - W225
A Recipe for Housing Affordability: Mixing Master Plans, Multifamily & Single Family Rentals	Live	Wed, Feb 1 8:30 am - 9:30 am EST	LVCC - W229
How to Avoid the 5 Mistakes Contractors Make with Their Online Reputation	Live	Wed, Feb 1 8:30 am - 9:30 am EST	LVCC - W316
People Over Production: How to Make Your Business Growth POP	Live	Wed, Feb 1 8:30 am - 9:30 am EST	LVCC - W219
The 4-5-3 Profit Habit: A Simple Cash Management System for Permanent Profitability	Live	Wed, Feb 1 8:30 am - 9:30 am EST	LVCC - W218
The Home Performance Sweet Spot: How to Provide What Buyers Want & Will Pay For	Live	Wed, Feb 1 8:30 am - 9:30 am EST	LVCC - W303
Tips & Tricks for Navigating Today's Shifting New Home Sales & Marketing Environment	Live	Wed, Feb 1 8:30 am - 9:30 am EST	LVCC - W317
Balancing High-Tech with High-Touch to Delight Customers with Less Effort	Live	Wed, Feb 1 10:30 am - 11:30 am EST	LVCC - W205
Expecting the Unexpected: Managing Increases, Shortages & Delays	Live	Wed, Feb 1 10:30 am - 11:30 am EST	LVCC - W229
How to Build the Healthy Homes Buyers Now Demand	Live	Wed, Feb 1 10:30 am - 11:30 am EST	LVCC - W225

Name	Format	Date	Location
Multifamily Housing Market Outlook 2023	Live	Wed, Feb 1 10:30 am - 11:30 am EST	LVCC - W303
Solving Supply Chain Challenges with Better Collaboration & Communication	Live	Wed, Feb 1 10:30 am - 11:30 am EST	LVCC - W219
The Music of Marketing: Everything is a Remix	Live	Wed, Feb 1 10:30 am - 11:30 am EST	LVCC - W317
Why Can't My Website Be Like Tesla's?	Live	Wed, Feb 1 10:30 am - 11:30 am EST	LVCC - W316
And You Thought Email Was Dead	Live	Wed, Feb 1 1:00 pm - 2:00 pm EST	LVCC - W316
Capitalizing on The Benefits of Offsite Framing: It's Easier Than You Think	Live	Wed, Feb 1 1:00 pm - 2:00 pm EST	LVCC - W225
Champagne Taste on a Beer Budget in a Tightening Market	Live	Wed, Feb 1 1:00 pm - 2:00 pm EST	LVCC - W218
Do This, Not That: 10 Key Lessons from a Builder's Journey from \$4 Million to \$40 Million	Live	Wed, Feb 1 1:00 pm - 2:00 pm EST	LVCC - W303
GA4 & More: 5 Things You Should Be Doing for Organic Search in 2023	Live	Wed, Feb 1 1:00 pm - 2:00 pm EST	LVCC - W317
High-Impact Change Leadership: Growing Profits by Nurturing Your People	Live	Wed, Feb 1 1:00 pm - 2:00 pm EST	LVCC - W229
How to Successfully Design & Develop a Built-for-Rent Project	Live	Wed, Feb 1 1:00 pm - 2:00 pm EST	LVCC - W205
Shifting Demographic Trends: What's Next for the U.S. Housing Market	Live	Wed, Feb 1 1:00 pm - 2:00 pm EST	LVCC - W219
3 Essential Strategies to Protect Profit & Grow	Live	Wed, Feb 1 3:00 pm - 4:00 pm EST	LVCC - W229
ADUs: Increase Supply, Meet Demand & Add Profit with This Unique Housing Type	Live	Wed, Feb 1 3:00 pm - 4:00 pm EST	LVCC - W317
How to Consistently Deliver Industry-Leading Design at a Lower Cost	Live	Wed, Feb 1 3:00 pm - 4:00 pm EST	LVCC - W219
Kitchen Trends: All The Bells & Whistles That Buyers Want in 2023	Live	Wed, Feb 1 3:00 pm - 4:00 pm EST	LVCC - W218
Multifamily Unit, Amenity & Site Design Trends	Live	Wed, Feb 1 3:00 pm - 4:00 pm EST	LVCC - W303
Trends, Forecasts & Key Indicators: What Custom Builders & Remodelers Need to Know in 2023	Live	Wed, Feb 1 3:00 pm - 4:00 pm EST	LVCC - W205
Turning the Tide: Addressing Water-Related Affordability & Development Challenges	Live	Wed, Feb 1 3:00 pm - 4:00 pm EST	LVCC - W225
Best in American Living Awards	Live	Wed, Feb 1 5:00 pm - 8:00 pm EST	TBD
IBS Young Pro Party	Live	Wed, Feb 1 8:00 pm - 11:00 pm EST	TBD
Change Orders: Make Money, Lose Money, Your Choice	Live	Thu, Feb 2 8:30 am - 9:30 am EST	LVCC - W223

Name	Format	Date	Location
Delivering Detached Housing That Is Dense, Desirable & Affordable	Live	Thu, Feb 2 8:30 am - 9:30 am EST	LVCC - W225
Highly Persuasive: Presenting Fresh Perspectives that Sell	Live	Thu, Feb 2 8:30 am - 9:30 am EST	LVCC - W316
Multifamily Financial Gains with Solar, Batteries & Electric Vehicles	Live	Thu, Feb 2 8:30 am - 9:30 am EST	LVCC - W303
Sustainable from the Start: Blending Popular Design with High Performance Strategy	Live	Thu, Feb 2 8:30 am - 9:30 am EST	LVCC - W218
Conflict-Free Clients: Proactively Managing Ups, Downs & Expectations During the Build	Live	Thu, Feb 2 10:30 am - 11:30 am EST	LVCC - W225
Connecting with Your Buyers' Cultural, Generational & Lifestyle Needs	Live	Thu, Feb 2 10:30 am - 11:30 am EST	LVCC - W316
From Outside to In: A Walk Through of the Latest Design Trends	Live	Thu, Feb 2 10:30 am - 11:30 am EST	LVCC - W218
Innovative Wall Bracing: Right-Sized, Code-Compliant & Cost-Effective	Live	Thu, Feb 2 10:30 am - 11:30 am EST	LVCC - W223
Pivoting Your Digital Strategy: Turn Your Website Into A Complete Marketing Engine	Live	Thu, Feb 2 10:30 am - 11:30 am EST	LVCC - W303
The Unqualified Leader: What the Resume Doesn't Reveal	Live	Thu, Feb 2 10:30 am - 11:30 am EST	LVCC - W229
A Budgeting Blueprint for Digital Dominance	Live	Thu, Feb 2 1:00 pm - 2:00 pm EST	LVCC - W316
Advanced Job Costing to Increase Profit Potential	Live	Thu, Feb 2 1:00 pm - 2:00 pm EST	LVCC - W218
Design Toolkit for the Homes Boomers Want	Live	Thu, Feb 2 1:00 pm - 2:00 pm EST	LVCC - W223
From Municipal Staff to Social Media: An Action Plan for Navigating Challenging Approvals	Live	Thu, Feb 2 1:00 pm - 2:00 pm EST	LVCC - W225
Improving How We See, Experience & Sell New Homes: Tricks from Gaming & Online Retail	Live	Thu, Feb 2 1:00 pm - 2:00 pm EST	LVCC - W303
Plan To Profit: A Blueprint for Creating a "Working" Business Plan	Live	Thu, Feb 2 1:00 pm - 2:00 pm EST	LVCC - W229
DCW Closing Concert featuring Sheryl Crow	Live	Thu, Feb 2 5:00 pm - 7:30 pm EST	Westgate