

The Design Build Concept



Thursday April 23rd
2:30 to 4:30 p.m.
Sterritt Lumber
110 Arlington St. Watertown, Ma.
\$49 members/\$59 nonmembers

In this 2 hour course residential contractors will learn about the Design/Build process and how they can increase their ability to sell remodeling projects to homeowners. Topics you will learn:

- The Design Build Concept
- Design/Bid/Build vs. Design/Scope Development/Build
 - The Design Build Team
- Design Build Step by Step Process Development
 - Choice of Projects and Clients
 - Paid Vs. Unpaid Consulting
- Consultative Trusted Advisor Sales Approach
 - Development of A Design/Build Sales Process
 - Project Budgeting
 - Training the Team
 - Goals for Design Build
 - Measuring and Tracking

This course has been approved by the Massachusetts Board of Building Regulations and Standards for 2 hours of continuing CSL license education.*

To register visit emnari.org



Mark Paskell
The Contractor Coaching
Partnership, Inc.

Facilitator Mark Paskell, is a Contractor Business Coach and President of The Contractor Coaching Partnership, Inc. Mark is also the current 1st VP and Chairman of Government Affairs for EMNARI. Mark is a former Design/Build Sales and Marketing Person with over 25 years in the residential construction industry. In his career he has run over 6,000 residential sales appointments, managed sales teams and developed systems and best practices for remodeling companies.