

# Home Builders Association of South Carolina

*Presents the 2<sup>nd</sup> Annual*

## *Southern Builders Network*

A Relevant, Innovative Executive Level Networking Conference  
Connecting You to the Region's Leading Builders

### **Vendor Prospectus & Conference Information Package**



November 16 - 18, 2015

Wild Dunes Resort • Isle of Palms, South Carolina



The Home Builders Association of South Carolina is pleased to announce that the 2<sup>nd</sup> annual *Southern Builders Network* (SBN) will be held Monday, November 16 – Wednesday, November 18 at the Wild Dunes Resort on the Isle of Palms. At the *Southern Builders Network* you will accomplish more in two and a half days than you could in a year.

## **Proven Model Delivers Unsurpassed ROI**

*Southern Builders Network* is a highly intensive, comprehensive networking conference reserved for executive level home building professionals. *Southern Builders Network* provides you with the perfect platform to meet with the decision makers who possess purchasing authority from the region's most prominent and active home building companies. The pre-scheduled 20 minute private builder/vendor meetings offer the ideal environment to establish relationships and engage in meaningful dialog with your best potential customers. Additionally, the conference agenda includes educational sessions presented by highly respected national experts, networking events and social activities creating an unsurpassed forum to build new relationships and further relationships with existing customers.

## **Exclusive Invitation-Based Conference**

Invited Builders attend *Southern Builders Network* at no cost. Conference capacity is limited to 50 vendors and 50 builders and because it is an invitation-based event, building companies are pre-screened guaranteeing you access to the right home builders. You will have access to demographic information and market intelligence in order to pre-select the builders with whom you would like to schedule individual builder/vendor meetings. You will receive your builder/vendor private meeting schedule in advance to allow you to prepare a customized presentation tailored to each builder with whom you meet.

The Vendor Participation Fee is \$4,000 for one representative which includes all expenses with the exception of your travel:

- 18 Pre-scheduled, Guaranteed Builder Meetings
- Hotel Accommodations at the Luxurious Wild Dunes Resort
- Meals, Receptions & Events
- Unlimited Networking
- Event Directory
- Exclusive access to the Builder Demographic and Market Intelligence
- Product Categories are Limited
- Additional Builder/Vendor Meetings are available for an Additional \$250 per Meeting

There is simply no other event in the region that will deliver a more effective or productive forum, to connect with the decision makers from the industry's leading home building companies, build relationships resulting in increased sales and profits, all at an affordable financial investment.

For more information, please contact:

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## *Southern Builders Network*

### **Conference Agenda**



#### **Monday, November 16th**

Registration	3:00 p.m. - 5:00 p.m.	Palms Foyer
Vendor Set up	3:00 p.m. - 5:00 p.m.	Palms Ballroom
Resort Check-in	4:00 p.m.	Lobby/Front Desk
Welcome Reception	6:30 p.m. - 8:30 p.m.	Grand Pavilion/Poolside
Hospitality Suite	8:30 p.m. - 10:30 p.m.	Village Penthouse

#### **Tuesday, November 17th**

Breakfast	7:30 a.m. - 8:30 a.m.	Palmetto Hall
Keynote Address	8:30 a.m. - 10:00 a.m.	Palmetto Hall
Builder/Vendor Meetings	10:10 a.m. - 12:10 p.m.	Palms Ballroom
Lunch	12:15 p.m. - 1:15 p.m.	Location TBD
Builder/Vendor Meetings	1:20 p.m. - 3:20 p.m.	Palms Ballroom
Break	3:20 p.m. - 3:35 p.m.	
Builder/Vendor Meetings	3:35 p.m. - 4:55 p.m.	Palms Ballroom
Cocktail Dinner Buffet	6:30 p.m. - 8:30 p.m.	Boardwalk Inn/ Poolside Terrace
Hospitality Suite	8:30 p.m. - 10:30 p.m.	Village Penthouse

#### **Wednesday, November 18th**

Breakfast	7:30 a.m. - 8:30 a.m.	Palmetto Hall
Keynote Address	8:30 a.m. - 10:00 a.m.	Palmetto Hall
Builder/Vendor Meetings	10:10 a.m. - 10:20 a.m.	Palms Ballroom
Break (Resort Check out)	10:20 a.m. - 10:45 a.m.	
Builder/Vendor Meetings	10:45 a.m. - 12:50 p.m.	Palms Ballroom
Departure	1:00 p.m.	

*Southern Builders Network*  
**Initial Builder Invitation List**



Adams Homes	Holiday Builders of SC
America's Home Place	Hurricane Construction
Beazer	Inspired Homes
BrockBuilt Homes	JJ&Z Builders/Blue Ribbon
C and C Builders of Cola	John Wieland Homes
Capital City Homes	Keystone Homes
CF Evans Construction	Lennar
Crescent Homes	McGuinn Construction
Crowne Communities	Mungo Company
D.R. Horton	Peachtree Communities
Dan Ryan Builders	Pulte Group
David Weekley Homes	Rex Thompson Builders
Eastland	Ryan Homes
Edge City Homes	Ryland Homes
Essex Homes	Sabal Homes
Excalibur Construction	Schumacher Homes of SC
Executive Construction	Shumaker Homes
Fortress Builders	True Homes
Great Southern Homes	Villas Construction
Hall Construction	Wilson Parker Homes

## *Southern Builders Network*

### **Keynote Speaker**

#### **Dr. Charles ‘Chuck’ Shinn, Jr., PhD**



For more than 45 years, Charles C. Shinn, Jr., PhD, has been dedicated to improving the management standards and profitability of the homebuilding industry. He inspires hundreds of builders each year through his frequent speaking engagements and educational seminars. Chuck’s cutting edge knowledge and teaching methods have allowed many of the leading regional home builders to improve their systems, and thus significantly increase their bottom line. Chuck Shinn holds a BA in Economics, and an MBA and PhD in Business Administration from the College of Business Administration at American University in Washington, DC.

Shinn who is often referred to as the Profit Doctor, created the Shinn Group of Companies to help increase the professionalism and management standards of the homebuilding industry. Through a variety of services, Shinn’s focus is to help builders improve performance of and maximize total profits.

### **Platinum Network Sponsor**



Builder Partnerships specializes in working with builders and manufacturers within the home building industry to improve profit and performance. They help builders achieve their revenue and margin goals by sharing their knowledge and experience in operating and managing builder businesses of all sizes.

They also help manufacturers achieve their revenue goals by utilizing our direct line of communication with Mid-Tier builders to establish and grow long-term relationships within the home building industry. Through educational seminars, market research, marketing services, builder group management, and incentive program management, everything they do is focused on helping their members build a better business. For more information, visit their website at [www.builderpartnerships.com](http://www.builderpartnerships.com) or contact:

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