

Home Builders Association of South Carolina

Presents the 6th Annual

Southern Builders Network


A Relevant, Innovative Executive Level Educational
Experience Connecting You to Increased Profits!

Vendor Prospectus & Conference Information Package

October 27 – 29, 2019

Embassy Suites Golf Resort & Conference Center
Greenville, South Carolina





The Home Builders Association of South Carolina is pleased to announce that the 6th annual Southern Builders Network (SBN) will be held Sunday, October 27 – Tuesday, October 29 at the Embassy Suites Golf Resort & Conference Center in Greenville, SC. 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 per-scheduled 15 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:

- 20 Pre-scheduled, Guaranteed Builder Meetings
- Hotel Accommodations
- Meals, Receptions & Events
- Unlimited Networking
- Event Directory
- Exclusive access to the Builder Demographic and Market Intelligence
- Product Categories are Limited

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

Sunday, October 27

SBN Registration	4:00 p.m. - 5:00 p.m.
Vendor Set up	4:00 p.m. - 5:00 p.m.
Resort Check-in President's	4:00 p.m.
Hospitality Suite Welcome Reception	5:30 p.m. - 7:00 p.m.
President's Hospitality Suite	7:00 p.m. - 9:00 p.m.
	9:00 p.m. - 11:00 p.m.



Monday, October 28

Breakfast Keynote Address	7:30 a.m. - 8:30 a.m.
Builder/Vendor Meetings	8:30 a.m. - 9:30 a.m.
Lunch	9:30 a.m. - 12:10 p.m.
Builder/Vendor Meetings	12:15 p.m. - 1:15 p.m.
Break	1:20 p.m. - 3:20 p.m.
Builder/Vendor Meetings	3:20 p.m. - 3:35 p.m.
President's Hospitality Suite	3:35 p.m. - 4:30 p.m.
Free for Dinner	5:30 p.m. - 11:00 p.m.
	7:00 p.m.



Tuesday, October 29

Breakfast	7:30 a.m. - 8:30 a.m.
Keynote Address	8:30 a.m. - 9:30 a.m.
Builder/Vendor Meetings Break	9:30 a.m. - 10:20 a.m.
(Resort Check out) Builder/Vendor	10:20 a.m. - 10:45 a.m.
Meetings Departure	10:45 a.m. - 12:50 p.m.
	1:00 p.m.

Notes:

Keynote Address

Builder/Vendor Meetings